

THE  
**Publishers' Weekly**  
THE AMERICAN  
**BOOK TRADE JOURNAL**

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OCT 9 1911

WITH WHICH IS INCORPORATED

**The American Literary Gazette and Publishers' Circular.**  
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# EVERYMAN'S LIBRARY

47 New Volumes will be Added in October

Booksellers who have not already placed their orders should do so at once. Complete lists of the books published can be had on application.

## LIST OF NEW VOLUMES

Ainsworth, Harrison, Old St. Paul's.  
Aristophanes, Comedies. Vol. II.  
Aristotle, Nicomachean Ethics.  
Bagehot, Walter, Literary Studies, 2 Vols.  
Baker, Sir Samuel W., Cast up by the Sea.  
Balzac, H. De, Country Doctor.  
Belt, Thomas, Naturalist in Nicaragua.  
Boyle, Robert, Sceptical Chymist.  
Bulfinch, Thomas, Legends of Charlemagne.  
Canton, William, Reign of King Herla.  
Chaucer, Geoffrey, Tales retold by C. Cowden Clarke.  
Collodi, C. E., Pinocchio, Story of a Puppet.  
Dasent, Sir George, Story of Burnt Njal.  
Demosthenes, Select Orations.  
Disraeli, Benjamin, Coningsby.  
Dostoieffsky, Fedor, Prison Life in Siberia.  
Freeman, E. A., Old English History for Children.  
Gaskell, Mrs., Sylvia's Lovers.  
Hamilton, Alex., The Federalist.  
Hawthorne, Nathaniel, Twice-Told Tales.  
Horace, Complete Poetical Works.

Hume, David, Human Nature, and Other Works, 2 Vols.  
Ibsen, Henrik, Ghosts, An Enemy of the People, and Warriors of Helgeland.  
Irving, Washington, Life of Mahomet.  
Literary and Historical Atlas, Vol. II., America.  
Lytton, E. Bulwer, Rienzi.  
Mason, Eugene, French Romances of the 12th Century.  
Mommsen, Theo., History of Rome, 4 Vols.  
Rousseau, J. J., Emile, or Education.  
Sand, George, Devil's Pool and François the Waif.  
Scheffel, J. von, Ekkehard.  
Scott, Sir Walter, Poems and Plays, 2 Vols.  
Smeaton, Oliphant, Life of Shakespeare.  
Smith, Eric F., Dictionary of Dates.  
Taylor, Isaac, Words and Places.  
Tolstoi, Count Leo, War and Peace, 3 Vols.  
Turgenev, Ivan, Virgin Soil.  
Whyte-Melville, G. J., The Gladiators.  
Wright, Walter P., Encyclopædia of Gardening.

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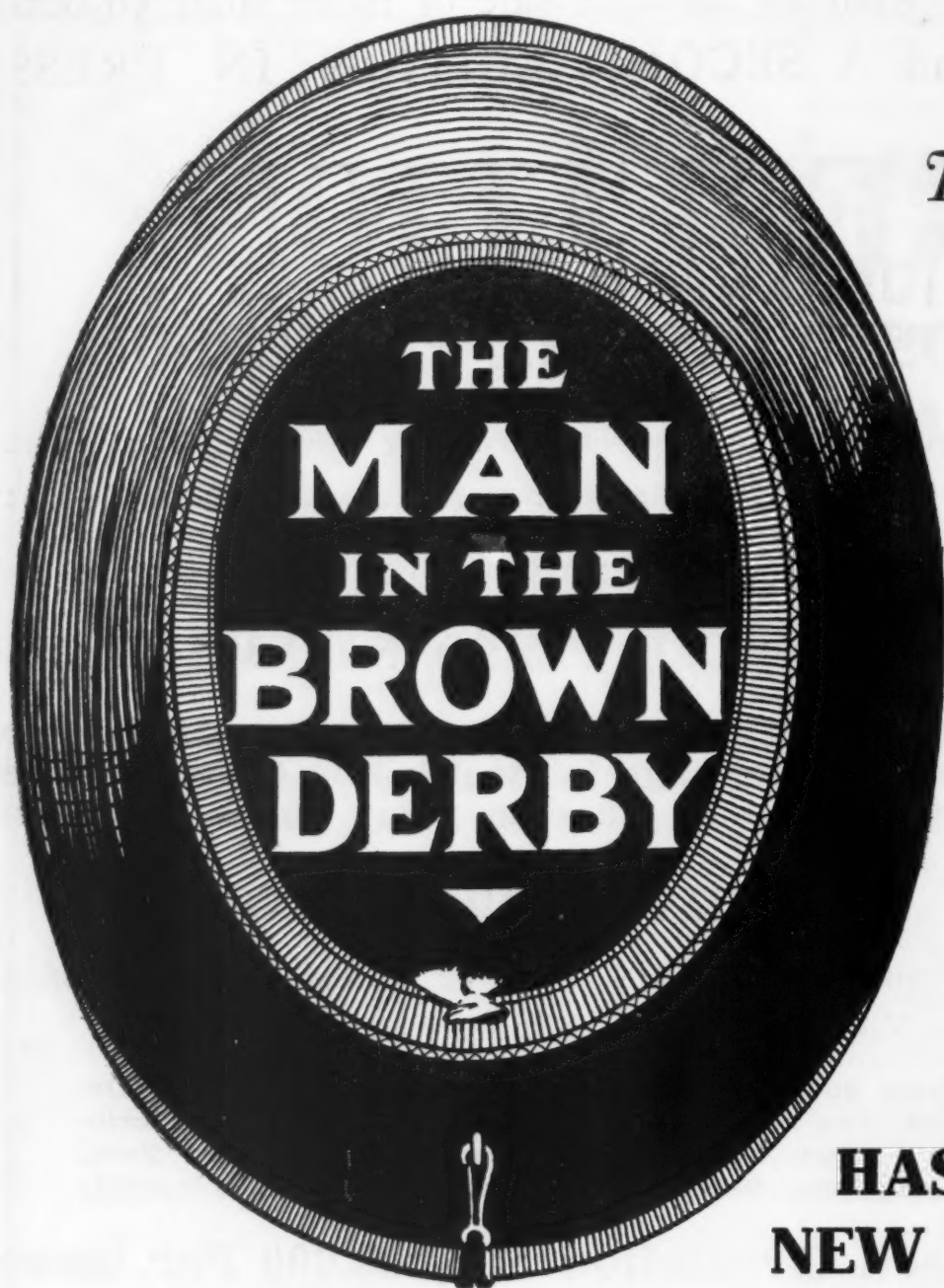
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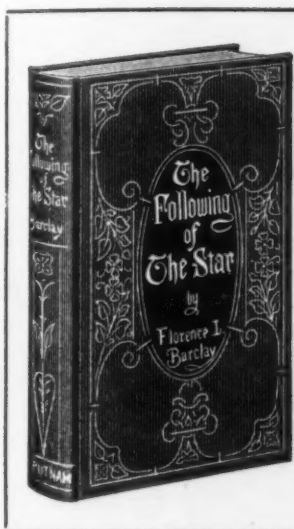
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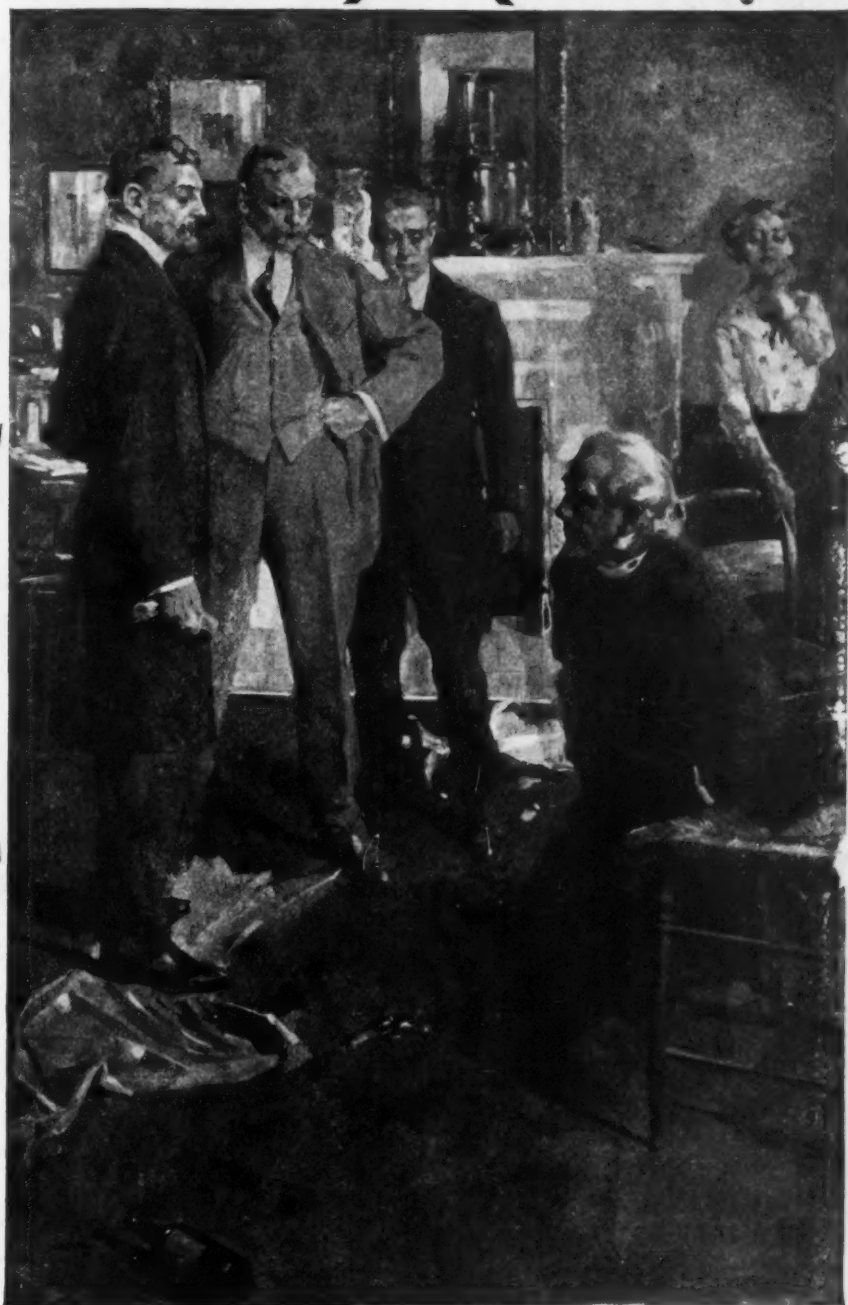
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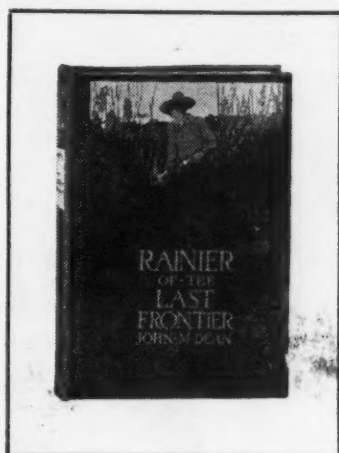
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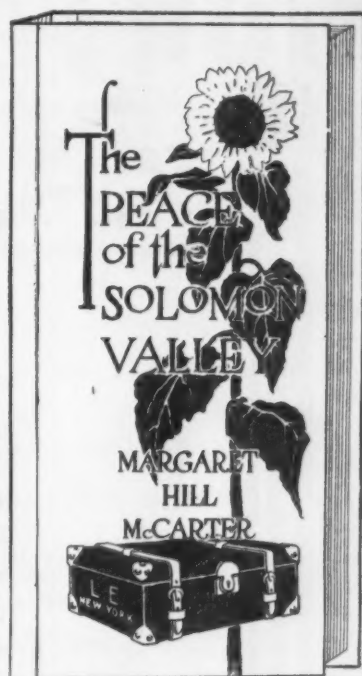
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Author of "Cuddy's Baby," "The Price of the Prairie," etc.

IN THE breezy manner of "The Lady of the Decoration," is told the story of how a father in New York City sends his rheumatic son for a six months' stay on the ranch of an old Yale College chum, living in the "Solomon Valley" in Kansas. The son, preferring a trip to Europe, is indignant and goes West expecting to find it still "wild and woolly." How he is disappointed in his expectations and falls in love with the farmer's daughter, and how they give up their "careers"—the boy, a business life on Wall Street, and the girl, a musical education in Europe—for the simple life of a Western Kansas farm, is all told in a pleasing manner, tenderly sentimental.

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# The Publishers' Weekly

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Advertising copy should reach us Tuesday noon—earlier, if proof is desired out-of-town. Forms close Thursday noon.

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## NOTES IN SEASON.

As indirectly an index to present book-trade conditions, we take pleasure in stating that we believe this to be the largest regular number (that is excepting special issues and

monthly cumulations) that the PUBLISHERS' WEEKLY has ever published.

THOMAS Y. CROWELL COMPANY report a second printing of John Marvin Dean's "Rainier of the Last Frontier," which was published in the summer.

THE BOBBS-MERRILL COMPANY, publishers of "The Prodigal Judge," report that last month's sales of this title excel the sales for any other month since it was published in March.

THE REILLY & BRITTON COMPANY announce that "Rebellion," by Joseph Medill Patterson, which had an advance sale of more than 50,000 copies, already has a second edition on the press.

THE MACMILLAN COMPANY announces "Everyman's Religion," a new book on the essential fundamental elements of Christian faith and life from the pen of Dean Hodges of the Harvard Theological School.

OCTOBER 13 is the date of publication for Gilbert K. Chesterton's detective story, "The Innocence of Father Brown" (John Lane Co.). There is said to be dash and brilliancy in the tale, and readers of Mr. Chesterton's earlier works will find the same originality in this new departure that characterizes his essays.

A NEW novel by the author of "The Rosary," will be published October 14 by G. P. Putnam's Sons. Mrs. Barclay's new story, "The Following of the Star," is a Christmas love story and is told with the power and sweetness of her other two books. Princess Louisa of Tuscany's "My Own Story," is ready at last and promises to arouse as great interest here as in Europe.

MILLS & BOON, LTD., 49 Rupert Street, London, W., in this issue give a full list of their autumn and Christmas publications for 1911, and invite correspondence and visits from publishers in the United States with regard to special editions, etc. The rights have already been sold for thirty-five of these advertised books. The London *Globe* says: "Mills & Boon introduce us to writers of exceptional ability," and the Paris New York *Herald* says: "They have long ago acquired reputation for the production of original books."

AMONG the George H. Doran Company's books for young people are a number of attractive titles. "The Peek-a-Boos" is a book of novel little people done in color and verse, by Chloë Preston; "The Little Small Red Hen," a story told in charming verse, by May Byron; "Rough and Tumble: How they Tried to Keep out of Mischief and Failed," with twenty-four humorous illustrations in color, by Cecil Aldin; "Field Animals: Baby Animals of the Field," by Cecil Aldin; "Red Puppy Book," by the same author, and "The Children's Tennyson," stories in prose and verse from Tennyson, by May Byron. Besides all these there are numerous series which are listed at small prices but are excellent in text and make-up.



## Weekly Record of New Publications

*The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except where not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. after the date indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added.*

*A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.*

*Sizes are designated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tl. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.*

### Adams, Franklin P.

Tobogganning on Parnassus. Garden City, N. Y., Doubleday, Page, '11. (O7) c. '05-'11. 12+142 p. D. 50 c., fixed.

Poems which have appeared in *Century*, *Life*, *Mail and Express*, *Ladies' Home Journal*, *Collier's*, *Butterick*, etc.

### Aesop.

Aesop's fables; ed. by Harrison Weir. N. Y., Dutton, '11. (O7) 8°, (Struwpeter ser.) bds., 50 c.

### American Railway Engineering Association.

Manual; ed. of 1911. Chic., Am. R'way Engineering Assn., ['11.] (O7) c. 477 p. il. tabs., (partly fold.,) diagrs., (partly fold.,) 8°, \$2.50.

### Andersen, Hans, and Riddle, Ursula.

The snow queen. N. Y., Dutton, '11. (O7) 8°, (Struwpeter ser.) bds., 50 c.

### Andrews, Mary Raymond Shipman, [Mrs. W: Shankland Andrews.]

The courage of the common place. N. Y., Scribner, '11. (O7) 82 p. front. D. bds., 50 c. n.

John McLean has done nothing in particular during his college course, and on Tap Day he is passed over. He faces this greatest blow of his twenty years, and the fact that a girl avoided him and gave no word of sympathy makes his wound the deeper. With father, grandfather and brothers who had taken honors the boy has to face the fact that he alone is "commonplace." He has been "too easy on himself" he believes, and with the exclamation that he is "not through yet, by ginger," he continues his work at the Boston "Tech," where he takes honors, and from then on to his knowledge of the love of the girl who had appeared to slight him his way is one of triumph.

### Arkwright, Ruth.

Brownikins and other fancies; music by J. Wilson; pictures by C: Robinson. N. Y., Stokes, ['11.] (O7) 81 p. Q. bds., \$1.50.

Five plays to be acted by children, one dealing with Brownies, one laid in Japan, one in Holland, one in Fairy Land, and the fifth including such characters as the Old Year, New Year, etc.

### Arnot, Allen.

The Dempsey diamonds. N. Y., J: Lane, '11. (O7) 328 p. D. \$1.25 n.

Story of the secret transference of a fortune, the Dempsey diamonds, the scenes laid principally in two old houses in two Scottish villages. There is a love story carried through the book, in which three young girls of different stations in life are in love with a fascinating young doctor, but at last the tangled skein is satisfactorily unravelled.

### Atkins, F: A.

Life worth while; a volume of inspiration for young men. N. Y. and Chic., Revell, '11. (O7) c. 12°, 75 c. n.

### Augustine, St.

The confession of St. Augustine, Bishop of Hippo; tr. by E. B. Pusey. N. Y., Dutton, '11. (O7) 6+336 p. il. in col. 12°, \$3 n.

Autobiography of an elderly woman. Bost., Houghton Mifflin, '11. (O7) c. 269 p. D. \$1.25.

A narrative concerning itself with the relation of youth to age, with the "superiority" of the younger generation over the older, particularly the young mother's methods over those of the grandmother's. It is full of kindly humor as it discusses such topics as The shadow of age; The conventions of age; The compensations of age; Grandmother and grandchildren; Young people and old; Growing old gracefully.

### Baldry, Alfr. Lys.

Picture titles for painters and photographers; chosen from the literature of Great Britain and America. N. Y., J: Lane, '11. (O7) 284 p. D. pap., 50 c. n.

In selecting these quotations suitable as titles for pictures the aim has been to find passages of poetry which are suggestive rather than merely descriptive, and to bring together lines which combine conciseness of expression with picturesqueness of phraseology.

### Bannan, Theresa, M.D.

Pioneer Irish of Onondaga (about 1776-1847). N. Y., Putnam, '11. (O7) c. 12+333 p. O. \$2 n.

The original part of these notes was collected through interviews with early settlers or their descendants. The arrangement of material is approximately chronological in that portion of the work that is devoted to Salina. In the case of the other eighteen towns of the county the extracts are transcribed without system. The story of Onondaga's Irish in the American Revolution and other historical data have been used with the hope of arousing further interest in the historic wealth of this county. Index.

### Barrows, Mary Minerva, ed.

The value of contentment; introd. by Mary E. Wilkins. Bost., Caldwell, ['11.] (O7) c. 12+205 p. O. \$1.50, boxed.

The editor holds that contentment is not good for a man. It is impracticable—but a certain contentment the result of work well done is legitimate and possible. The selections, from many writers, both in prose and verse bear out her theories.

### Barus, Carl.

The production of elliptic interferences in relation to interferometry. Wash., D. C., Carnegie Inst., '11. (O7) 6+77 p. Q. (Carnegie Inst. pubs.) pap., \$1.25.

Author is Hazard professor of physics in Brown University. In the case of the author's work on the coronas there was a marked interference phenomenon superposed on the diffractions. There has been undertaken in this book a new procedure in interferometry of great promise and varied application. It consists in simplification or systematization, by bringing two complete component diffraction spectra, from the same source of light, to interfere, either directly or with halved transmission, or by using modifications for separating the components.

### Bates, E. S.

Touring in 1600; a study in the development of travel as a means of education; with il. from contemporary sources. Bost., Houghton Mifflin, '11. (O7) c. 14+418 p. (17 p. bibl.) O. \$3 n.

A detailed study, gathered from contemporary writings, of the conditions of European travel in



Elizabethan times and of the evolution of the *grand tour* as a mode of completing the education of the well-born youth. Many things are discussed among them—guide-books and guides, boat travel, Christian Europe, Mohammedan Europe, inns, the road, the purse, etc. There are numerous illustrations from rare old wood-cuts and contemporary drawings. Index.

**Beard, Dan. Carter.**

Boat-building and boating; with many il. by the author. N. Y., Scribner, '11. (O7) c. 8+190 p. O. \$1 n.  
Intended for beginners in the art of boat building, whether boys or men. It begins with the most primitive crafts composed of slabs or logs and works up to scows, house-boats, skiffs, canoes and simple forms of sailing craft and a motor boat.

**Bellamy, W:**

Broken words; a fifth century of charades. Bost., Houghton Mifflin, '11. (O7) c. no paging, S. \$1 n.  
Another hundred charades by Mr. Bellamy. There is a numerical key at the end by which to prove the correctness of the answers.

**Bible. New Testament.**

Rules for right living and right conduct from the teachings of Jesus Christ. Bost., Sherman, French, ['11.] (O7) 50 p. S. bds., 50 c.  
Selections from the New Testament which set forth rules of life.

**Bigham, Madge A.**

Within the silver moon; a modern fairy tale; with il. by Eliz. Otis. Bost., Little, Brown, '11. (O7) c. 249 p. D. \$1.25.  
This is a modern fairy tale, relating the wonderful experiences in the moon of little Elizabeth Jane, helper to the matron at a big orphans' home. She loved babies and was happy taking care of them; but there were so many that the poor child had no time for play or pleasure. So when everyone was tucked safely in bed, the Man in the Moon sent his fairies down to her, and she climbed the ladder of moonbeams right into the moon. Author has written "Blackie," "Overheard in Fairyland," etc.

**Black, S: C., D.D.**

Building a working church. N. Y. and Chic., Revell, '11. (O7) c. \$1.25 n.

**Blaisdell, Alb. F., and Ball, Fs. K.**

The American history story-book; with il. by Fk. T. Merrill. Bost., Little, Brown, '11. (O7) c. 7+136 p. D. 75 c.  
There are in this book eighteen true stories of stirring life in the early days of American colonies, written for children nine to thirteen years old.

**Blake, W:**

Marriage of Heaven and Hell, and A song of liberty; ed., with an introd., by Fs. G. Stokes. N. Y., Dutton, '11. (O7) 80 p. D. \$1.25.

**Blauvelt, Mary Taylor.**

In Cambridge Backs. Bost., Sherman, French, '11. (O7) c. 186 p. O. \$1.20.  
Papers written by an American teacher while in Cambridge, England. Contents: In Cambridge Backs; Friendship; The new school mistress; The artist; The artistic temperament; On the criticism of others; The first Great Commandment; Immortality; On the writing of history.

**Bloomfield, Meyer.**

The vocational guidance of youth; with an introd. by Paul H. Hanus. Bost., Houghton Mifflin, '11. (O7) c. 12+123 p. (4 p. bibl.) D. (Riverside educational monographs.) 60 c.  
Author is director of the Vocation Bureau of Boston, lecturer on vocational guidance, Harvard

University Summer School. The subject is dealt with under these topics: Choice of a life-work and its difficulties; Vocational chaos and some of its consequences; Beginnings in vocational guidance; Vocational counselor; Some cautions; Social and economic gains through vocational guidance.

**Boy Scouts of America.**

The official handbook for boys. N. Y., Boy Scouts of Am., 200 Fifth Ave., '11. (O7) c. 400 p. il. D. pap., 25 c.  
Contents: Boy scout certificate; Scoutcraft; Woodcraft; Campcraft; Tracks, trailing, signaling; Health and endurance; Chivalry; First aid; Games and athletic standards; Patriotism and citizenship. Appendix and index.

**Brooke, C. F. Tucker.**

The Tudor drama; a history of English national drama to the retirement of Shakespeare. Bost., Houghton Mifflin, ['11.] (O7) c. 12+461 p. pls. D. \$1.50.  
This book contains a series of lectures on "The sources of the Elizabethan drama," given in Magdalen College, Oxford, in 1908. From the earliest evidences of English national drama closing with the highest accomplishment of that drama in the work of Shakespeare is the range of the subject treated under Tudor drama. The Jacobean, Caroline and Restoration phases of the Stuart period are left for consideration in another volume. Index.

**Brooks, J: P.**

Reinforced concrete, mechanics and elementary design. N. Y., McGraw-Hill, '11. (O7) 220 p. il. 8°, \$2 n.

**Bruce, H: Addington Bayley.**

Scientific mental healing. Bost., Little, Brown, '11. (O7) c. 8+258 p. D. \$1.50 n.  
The author of "The riddle of personality," etc., in this book surveys, in non-technical language, the entire range of the work done by investigators of mental healing, describes the wonderful discoveries they have made, shows just what their methods are, and the principles underlying them; tells about the men themselves, their individual discoveries and achievements, and, above all, endeavors to make perfectly clear the importance and true place of mental healing as a department of medical science.

**Brüschweiler-Wilhelm, J.**

Benjamin Franklin; tr. from the German by G: P. Upton; with 4 illustrations. Chic., McClurg, '11. (O7) c. 138 p. S. (Life stories for young people; tr. by G: Putnam Upton.) 50 c. n.

**Burch, E: Parris.**

Electric traction for railway trains. N. Y., McGraw-Hill, '11. (O7) 569 p. il. 8°, \$5 n.

**Burgess, Thornton Waldo.**

Mother West Wind's children; il. by G: Kerr. Bost., Little, Brown, '11. (O7) c. 243 p. S. \$1.  
Many of the characters in "Old Mother West Wind" reappear in this story, as well as new little creatures who frisk and frolic through the long days under the rule of Mother Nature.

**Burkhardt, C: A.**

True friendship. Jersey City, N. J., W: J. Burkhardt, ['11.] (O7) c. 27 p. S. pap., 50 c., boxed.  
Selections in prose and verse, all bearing on friendship. Pages have decorative borders and initials in red.

**Burr, Hanford Montrose.**

Donald McRea. Springfield, Mass., Seminar Pub., '11. (O7) c. 8+172 p. front. O. \$1.  
Story of a young man who, beginning in a mill, finally works his way through the Y. M. C. A. Training College and wins the girl he loves.



**Burroughs, J.**

Bird stories from Burroughs; sketches of bird life taken from the works of John Burroughs. Bost., Houghton Mifflin, '11. (O7) c. '71-'11. 6+174 p. col. pls. D. 60 c.

**Caldwell, Fs. C.**

Electrical engineering test sheets. N. Y., McGraw-Hill, '11. (O7) 396 p. 8°, \$2.25 n., loose leaf binder.

**Campe, Joachim Heinrich.**

Christopher Columbus; tr. from the German by G. P. Upton; with 5 illustrations. Chic., McClurg, '11. (O7) c. 154 p. S. (Life stories for young people.) 50 c. n.

Francisco Pizarro; tr. from the German by G. P. Upton; with 3 illustrations. Chic., McClurg, '11. (O7) c. 136 p. S. (Life stories for young people.) 50 c. n.

Hernando Cortes; tr. from the German by G. P. Upton; with 6 illustrations. Chic., McClurg, '11. (O7) c. 168 p. S. (Life stories for young people.) 50 c. n.

**Cardullo, Forrest E.**

Practical thermodynamics. N. Y., McGraw-Hill, '11. (O7) 414 p. il. 8°, \$3.50 n.

**Churchill, W.**

Beach-la-mar; the jargon or trade speech of the western Pacific. Wash., D. C., Carnegie Inst., '11. (O7) 53 p. O. (Carnegie Inst., pubs.) pap., 50 c.

Among many jargons mentioned Beach-la-mar is the one carefully studied. Of wide extent, but of scanty record, this jargon gets its name from a sailor's mispronunciation of *bêche-de-mer*, a name applied to the edible trepang, which fetches a high price in Chinese markets. The manner of the first commercial exploitation of the islands is germane to the consideration of the origin of the mixed speech growing therefrom, and is therefore considered. Vocabulary.

**Cicero, Marcus Tullius.**

An easy selection from Cicero's correspondence; ed. by J. D. Duff. [N. Y., Putnam, '11.] (O7) 6+126 p. S. (Pitt Press ser.) 45 c. n.

Editor is fellow of Trinity College, Cambridge, England.

**Clapp, Edn. J.**

The navigable Rhine; the development of its shipping, the basis of its prosperity, of its commerce and its traffic in 1907. Bost., Houghton Mifflin, ['11.] (O7) c. 17+134 p. (3 p. bibl.) pls. map, O. (Hart, Schaffner and Marx prize essays in economics.) \$1 n.

The present book is a detailed description of water transportation on the Rhine: the story of its development, the basis of its prosperity, and an analysis of its commerce in 1907. The book is illustrated and has a map of West Germany, its waterways and railways. The final chapter is a comparison of transportation on the Rhine and Mississippi, an explanation of the decline of traffic on the latter river, and suggestions for its restoration.

**Clay, J: Cecil, and Herford, Oliver.**

Cupid's fair-weather booke; including an almanack for any two years (true love ought to last that long); direction of Daniel Cupid. N. Y., Scribner, '11. (O7) c. no paging, il. in col. O. bds., \$1 n.

This is the second volume of the Cupids' Almanack.

**Cromwell, J: Howard.**

A system of easy lettering; with a supplement consisting of eight alphabets by G. Martin 11th ed., enl. N. Y., Spon & C., '11. (O7) c. 36 p. obl. 16°, 50 c.

**Cruden, Alex.**

A complete concordance to the Holy Scriptures of the Old and New Testaments, forming a dictionary and alphabetical index to the Bible; with a concordance to the proper names of the Old and New Testaments, and the books called Apocrypha; to which is added a sketch of the life and character of the author. N. Y., Platt & P., '09, ['11.] (O7) 856 p. front. O. \$1.25 n.

**Cumont, Franz Valery Marie.**

Oriental religions in Roman paganism; with an introductory essay by Grant Showerman; auth. tr. Chic., Open Court, '11. (O7) c. 24+298 p. O. \$2.

The second edition of this volume covers the same ground as the first with few, if any, additions. The chapters are a collection of addresses delivered at Oxford University and College de France. *Contents:* Rome and the Orient; Why the Oriental religions spread; Asia Minor; Egypt; Syria; Persia; Astrology and magic; Transformation of Roman paganism. Notes and index.

**Davidson, Gladys.**

Overheard at the zoo. N. Y., Stokes, ['11.] (O7) 11+167 p. O. \$1 n.

A series of imaginary conversations between a visitor at the Zoo and various animals, such as the lion, the tiger, the giraffe, the camel, the kangaroo, the rhinoceros and others. Each animal speaks in a characteristic way, and tells about himself, his habits and his natural home. The book is, therefore, not only full of entertaining stories for younger children, but is unusually instructive as well. The photographic illustrations of the animals are taken by experts.

**Dawley, W. W., D.D.**

Truths that abide. Phil., Griffith & R., ['11.] (O7) c. 108 p. D. 50 c. n.

*Contents:* Our Father (God); Ourselves (man); Our legacy (God's revelation); Our Redeemer (Jesus Christ); Our Teacher (the Holy Spirit); Our destroyer (sin); Our Saviour (God seeking the lost); Our part (man's co-operation); Our new life (the life of faith); Our new régime (the kingdom of God); Our organization (the church); Our future (things to come).

**Dawson, W: Ja., D.D.**

The book of courage. N. Y. and Chic., Revell, '11. (O7) 12°, \$1.25 n.

**Defoe, Dan.**

The life and adventures of Robinson Crusoe; il. in colour by W. B. Robinson. N. Y., Stokes, '11. (O7) 7+326 p. O. \$1.50.

**De Fursac, J. Rogues, M.D.**

Manual of psychiatry; tr. and ed. by A. J. Rosanoff. 3d American from the 3d French ed. rev. and enl. N. Y., Wiley, '11. (O7) c. 16+484 p. il. 12°, \$2.50 n.

**Dick, Stewart.**

The pageant of the Forth; with 24 il. in colour by Scottish artists. Chic., McClurg, '11. (O7) 258 p. D. \$1.75 n.

The Firth of Forth has played an important part in Scottish history, and Mr. Dick here tells something of this part as well as describing the Forth's many beauties. The pictures, reproductions in color from paintings by Scotch artists, are tipped in on heavy dark brown paper.



**Dickens, C:**

A Dickens reader; arranged by Ella M. Powers. Bost., Houghton Mifflin, ['11.] (O7) c. 20+158 p. pls. D. (Riverside literature ser.) 40 c.

These selections are classified under Humor, Pathos, Narration, Description.

A Dickens reader; [comp.] by Mrs. J. C. Smith. [N. Y., Oxford Univ.,] '11. (O7) 191 p. D. cl. bds., 40 c.

This book aims at nothing more than to give young readers a relish for Dickens. The approaching centenary seemed to make the task propitious. Selections are given from *Pickwick*, *Nicholas Nickleby*, *Barnaby Rudge*, *Martin Chuzzlewit*, *Chimes*, *Haunted man*, *David Copperfield*, *Bleak House*, *Great expectations*.

**Douglas, Lady Olive Custance, [Lady Alfred Douglas.]**

*The Inn of Dreams*; [poems.] N. Y., J. Lane, '11. (O7) 73 p. S. bds., \$1.25 n.

**Duke, Gen. Basil W.**

*Reminiscences of General Basil W. Duke. Garden City, N. Y., Doubleday, Page, '11. (O7) c. '05-'11. 12+512 p. por. O. \$2.50 n.*

General Duke was Morgan's right-hand man and mainstay, and after the latter's tragic death he commanded this picturesque Confederate cavalry until the end of the war. His service was not limited to this command, as he served against General Lyon and his "Wide-Awakes," leading minute men in the attempt to hold St. Louis and Missouri for the Confederacy. He describes the last council of war of the doomed Confederacy at which he was present, as well as other important events, giving many entertaining reminiscences of a cavalry leader's life in the field.

**Eckles, Clarence H.**

*Dairy cattle and milk production*; prepared for the use of agricultural college students and dairy farmers. N. Y., Macmillan, '11. (O7) c. 12+342 p. D. \$1.60 n.

Author is professor of dairy husbandry in the University of Missouri. *Contents*: Origin of domesticated cattle; Dairy type; Breeds; Dual-purpose cattle; Starting a dairy herd; Selection of the individual cow; Calf raising; Dairy heifer; Water and salt requirements; Soiling system; Feeding for milk production; Stables; Manure; Bedding; Common ailments. Index.

**Ellis, Rev. J.**

*Sermons in a nutshell*; outlines for sermons and addresses. N. Y. and Chic., Revell, '11. (O7) c. 12°, 50 c. n.

**Farley, Mrs. Agnes, ["Vados," pseud.]**

*The Belmont book*. N. Y., Dutton, '11. (O7) 16+270 p. 12°, \$1.25 n.

**Filippini, Alex., comp.**

*The international cook book*; over 3,300 recipes gathered from all over the world, including many never before published in English; with complete menus of the three meals for every day in the year. [New ed.] Garden City, N. Y., Doubleday, Page, '11. (O7) c. '06. 15+1059 p. O. \$1 n.

For notice, see *American Catalog*, 1905-'7, v. 2, '06.

**Finn, Fk.**

*The wild beasts of the world*; il. with 100 reproductions in full colors from drawings by L. Sargent and others. N. Y., Stokes, ['11.] (O7) 11+404 p. Q. \$3.75 n.

This large book contains brief and entertaining descriptions of most of the animals of the world, telling of the appearance, structure, habits and uses of each, with such oddities and anecdotes as may serve to lighten the text. The language is simple and interesting and the facts given are perfectly accurate, the author being a fellow of the Zoological Society.

**Fiske, J:**

*American political ideals viewed from the standpoint of universal history*; three lectures delivered at the Royal Institution of Great Britain in May, 1880: The story of a New England town; an address delivered at Middletown, Connecticut, October 10, 1900; with an introd. by J. Spencer Clark. [New ed.] Bost., Houghton Mifflin, '11. (O7) c. '85-'11. 75+196 p. por. O. \$1.50.

"The story of a New England town" is the last of Dr. Fiske's addresses, and was delivered at the two hundred and fiftieth anniversary of the settlement of Middletown, Conn.

**Forbes, G:**

*Puppets*; a work-a-day philosophy. N. Y., Macmillan, '11. (O7) c. 9+202 p. D. \$1.20 n.

The scene of the prologue is laid in Spa, where Bubbles and Brown are staying for a few days. Bubbles meets a girl in mauve who figures largely in his future goings and comings. He and Brown join a house-party at Knock Castle, where the very human relatives and guests discuss different phases of philosophy with James Gordon, who has a way of presenting scientific truths in an interesting guise. In ordinary drawing-room words, differences between some of the greatest German philosophers are discussed.

**Forman, S: Eagle.**

*Stories of useful inventions*. N. Y., Century Co., '11. (O7) c. 15+248 p. il. D. \$1 n.

Tells simply and entertainingly of the beginnings of familiar, everyday things—the match, the stove, the lamp, the plow, the house, the clock, etc.—making the most of all the history and humanity wrapped up in these inventions. It is a picture book of useful inventions as well.

**Foster, W: Trufant.**

*Essentials of exposition and argument*; a manual for high schools, academies, and debating clubs. Bost., Houghton Mifflin, ['11.] (O7) c. 4+244 p. D. 90 c.

By the president of Reed College and author of "Argumentation and debate." Book prepared expressly for the use of secondary schools. The aim is to present the essentials as simply as possible, following the order in which the difficulties arise in actual practice. Appendix and index.

**French, T: Ewing.**

*A manual of engineering drawing for students and draftsmen*. N. Y., McGraw-Hill, '11. (O7) c. 11+289 p. il. diags., 8°, \$2.

**Gall, C: H:**

*Complete granite estimates*, based on Barre granite, also adapted for other granites, giving the complete costs for cutting and finishing stones, including stock; with an addenda illustrating some orders of architecture and a brief glossary of architectural terms. Chic., C: H. Gall, '11. (O7) c. 192 p. il. 4°, \$10.

**Galt, J:**

*Annals of the parish*; or, the chronicles of Dalmailing during the ministry of the Rev. Micah Balwhider; written by himself; il. in colour by H: W. Kerr. Chic., McClurg, '11. (O7) 9+283 p. D. \$1.75 n.

A charmingly illustrated edition for the holiday trade of this old favorite. The pictures are in color from water-colors by H. W. Kerr, and are tipped in on heavy brown paper.



**Garland, Hamlin.**

Victor Ollnee's discipline. N. Y., Harper, '11. (O7) c. 307 p. D. \$1.30 n.

Victor Ollnee, a healthy, normal youth, catcher of the baseball team at Winona University, learns that his mother, whom he has seen but little since his childhood, is a famous medium, and that the money which supports him is made by a profession upon which he looks with horror. He leaves college and goes to her home. His mother begs him to test her honesty, and gives some wonderful exhibitions of slate-writing and messages from the other world. His grandfather's voice declares that he must be disciplined into belief and obedience. He defies any supernatural direction and determines to escape from the atmosphere of the "ghost room." When his mother learns that he is going away, she is greatly moved, and in the morning Victor finds her apparently dead. He sends for the doctor and her friend, Mrs. Joyce, who believes that it is a case of suspended animation. Together they watch the body, and there is a weird scene with spirit flames, voices, and an apparition of the grandfather, and then Mrs. Ollnee's spirit returns to her body.

**Geil, W: Edg.**

Eighteen capitals of China; with 139 illustrations. Phil., Lippincott, '11. (O7) c. 20+429 p. O. \$5 n., boxed.

By the author of "Great wall of China," "Yankee on the Yangtze." Divides the present volume into southern capitals: Hangchow, Foochow, Canton, Kweilin, Kweiyang, Yunnanfu; Yangtze capitals: Soochow, Nanking, Anking, Nanchang, Wuchang, Changsha, Chengtu; Yellow capitals: Lanshow, Sian, Kaifeng, Taiyuanfu, Tsinan, Peking. Index.

**Goethe, Johann Wolfgang von.**

Faust: a tragedy; the first part; tr., in the original metres, by Bayard Taylor. Bost., Houghton Mifflin, ['11.] (O7) c. 20+368 p. D. (Riverside literature ser.) 75 c.

**Gouverneur, Marian Campbell, [Mrs. S: L. Gouverneur, jr.]**

As I remember; recollections of American society during the nineteenth century. N. Y., Appleton, '11. (O7) c. 416 p. pors. O. \$2 n.

The contents tell of Early Long Island days; New York and some New Yorkers; School days and early friends; Life and experiences in the metropolis; Long Branch, Newport and elsewhere; Distinguished acquaintances; Fashion and letters; Washington in the forties; Social leaders in Washington life; Diplomatic corps; Marriage; Sojourn in China; Civil War and life in Maryland; Visit to the far South; Present day. Index.

**Griffith, W:**

City views and visions. N. Y., Moffat, Yard, '11. (O7) c. 63 p. O. bds., \$1 n.

A play in rhyme in which the characters, Brown, personifies an immature mind overshadowed by fatalism; Gray, something of a philosopher; Green, a happy medium.

**Groth, B. H. A.**

The sweet potato. [Phil.,] Univ. of Penn., '11. (O7) c. 104 p. pls. 4°, (Contributions from the Botanical Laboratory of the Univ. of Penn.) \$2.

**Grover, Eulalie Osgood.**

Kittens and cats; a book of tales. Bost., Houghton Mifflin, '11. (O7) c. 11+78 p. pls. O. 75 c. n.

By the author of "The sunbonnet babies' book," etc. Verses and pictures all about cats and kittens for little folks.

**Hall, Jennie.**

The story of Chicago; il. by Angus Macdonall. Chic., Rand, McNally, ['11.] (O7) c. 278 p. il. maps, 12°, 50 c.

**Hallock, Leavitt H.**

Hawaii under King Kalakaua from personal experiences of Leavitt H. Hallock. Portland, Me., Smith & Sale, '11. (O7) c. 7+71 p. pls. 12°, \$1.

**Harrah, Lewis Osborne.**

The home cleaner. Terre Haute, Ind., Economy Supply Co., ['11.] (O7) c. 128 p. 16°, \$2.

**Hastings, Florence Emily.**

Studies in German words and their uses. Bost., Heath, ['11.] (O7) c. 4+259 p. D. (Heath's modern language ser.) \$1.

This book contains in general the notes given for some years past in Course 30 of the German Department of Wellesley College, where the author is instructor in the language. Suggestions are given as to the manner in which the work can be conducted. Index.

**Haywood, W: D., and Bohn, Fk.**

Industrial Socialism. Chic., C: H. Kerr & Co., ['11.] (O7) c. 64 p. D. pap., 10 c.

Socialism, the authors believe, is the future system of industrial society toward which the world is rapidly moving. The chapter headings under which they divide their subject are: Industrial slavery; Industrial progress; Industrial organization; Industrial freedom.

**Hervey, Eliphalet Williams.**

Flora of New Bedford and the shores of Buzzards Bay; with a procession of the flowers. Rev. ed. New Bedford, Mass., [H. S. Hutchinson & Co.,] '11. (O7) c. 137 p. 8°, \$1; pap., 75 c.

**Hewlett, Maurice H:**

The song of Renny. N. Y., Scribner, '11. (O7) c. 8+419 p. D. \$1.50.

A romance of the Middle Ages abounding in adventure and the spirit of the author's earliest books, "Richard Yea and Nay" and "The forest lovers." Earl Gernulf, "Red Bull o' the North," sacks the Castle of Coldscaur, steals a lovely child, the Lady Sabine, and swears he will wed her. She defies him openly in his castle, and, as she grows up, loves Firmin, a brave young nobleman, and he returns her love. They elope into the forest, are pursued, and pass through a number of adventures which lead to a happy consummation.

**Hichens, Rob. Smythe.**

The fruitful vine; with a front. in color by Jules Guérin. N. Y., Stokes, ['11.] (O7) 524 p. D. \$1.40 n.

A sensitive Englishwoman of the finest type, Dolores Cannyng, and her husband, Sir Theodore, a retired diplomat of intellect and culture, love each other dearly. With leisure, wealth and social position they are apparently fitted to enjoy ideal happiness. Yet one thing is lacking—a thing for which both have passionately and vainly longed—the voices of little children. How this great want weaves into their lives and leads them through blindness, weakness, circumstances, good and evil, all the warp and woof of human existence, is told in a moving story.

**Hind, C: Lewis.**

Turner's golden visions; with 50 of the paintings and drawings of Turner reproduced in colour. N. Y., Dodd, Mead, ['11.] (O7) 15+286 p. Q. \$6.50 n., boxed.

It was John Constable, his great contemporary, who said of Turner: "He has some golden visions, glorious and beautiful. They are only visions, but still they are art, and one could live and die with such pictures." This volume records the life and art of Turner, year by year, from birth to death, dwelling especially upon his "golden visions," "delight drawings" and "delight pictures," things he did for love, which were the essential expression of his genius. Moreover, it contains many "golden visions" never reproduced before. Embodied



in the text are interesting extracts, new to the public, of an autobiographical character, that were found scrawled on the leaves of those sketch books which Turner bequeathed to the English nation.

**Hitt, Rodney, and others, comps.**

Electric railway dictionary; definitions and illustrations of the parts and equipment of electric railway cars and trucks; comp. under the direction of a committee appointed by the American Electric Railway Association. N. Y., McGraw-Hill, '11. (O7) c. 63+292 p. il. f°, \$5.

**Hobson, Harriet Malone.**

Jinks' inside. Phil., Jacobs, ['11.] (O7) c. 248 p. pls. D. \$1 n.

Jinks is a boy of the gutter, a rough, untutored, tattered lad, but he has an "inside," as he calls it, that compels him to do or not to do certain things and is really exceedingly troublesome. What he suffers for the sake of his "inside" is very pathetic, and shows him a brave little fellow, who is a real hero at heart. He finally finds a home with Peter Flannigan, a rich grocer, for whose sake he risks death at the hands of a party of thieves.

**Hodgson, F: T:**

Builders' reliable estimator and contractors' guide; a complete guide for pricing all builders' work; guide to correct measurements. Special exclusive ed. Chic., Sears, Roebuck & Co., '11. (O7) c. various paging, il. plans, fold. tab., diags., 12°, \$4.

Easy steps in architecture and architectural drawing. Special exclusive ed. Chic., Sears, Roebuck & Co., '11. (O7) c. 351+8+262 p. il. double pls. plans, diags., 12°, \$4.

**Holmström, J: Gustaf, and Holford, H:**

American blacksmithing, toolsmiths' and steelworkers' manual. Special exclusive ed. Chic., Sears, Roebuck & Co., '11. (O7) c. various paging, il. por. fold. chart, 12°, \$4.

**Houghton, E. E.**

The book of nursery rhymes. N. Y., Dutton, '11. (O7) 8°, (Struwpeter ser.) bds., 50 c.

**Howell, C: M.**

The Howell system; a proposed system—not a mere theory—of national laws equally opposed to the illusive dreams of Socialism and to the lawless methods of predatory wealth for the inauguration, enforcement and perpetuity of economic liberty. N. Y., I: H. Blanchard Co., [268-270 Canal St.,] '11. (O7) c. 112 p. il. 12°, 50 c.

**Huizinga, A. v. C. P.**

The authority of might and right. Bost., Sherman, French, '11. (O7) c. 40 p. D. 50 c. Discussion of the problem of whether "might is right." The author agrees with Littré's definition of authority as being in the first place the power to make oneself obeyed. Authority as manifested in legislation has as its basis, even though we may in many cases have wandered from the ideal, a moral issue, a desire to "keep down the base in man."

**James, Jos. Hidy, and Schaeffer, J: A.**

Experiments for engineering students in general chemistry. N. Y., McGraw-Hill, '11. (O7) 118 p. il. 12°, \$1 n.

**Jerningham, C: E: Wynne, ["Marmaduke," and Bettany, Lewis.**

The bargain book. N. Y., Warne, ['11.] (O7) 339 p. pls. fold. tab., O. \$2.50 n.

The bargains referred to are those sought and

sometimes found by the collector of art objects of all descriptions. They contain many striking stories which illustrate the various reasons why bargains are so numerous at the present time. Some of the chapter headings are: Collecting; Bargains; Ignorance of dealers and collectors; The curiosities of the curiosity-shops; A collection of collections and collectors; Finds; Thefts in the art world, etc.

**Jerrold, Wa. Copeland, ed., ["Walter Copeland," pseud.]**

The big book of fairy tales; il. by C: Robinson. N. Y., Caldwell, ['11.] (O7) 18+344 p. Q. \$2.50.

A collection of fairy tales, all old favorites that have been told and retold for generations. The volume is handsomely bound in blue cloth decorated with a Cinderella coach in gilt, and has numerous attractive picture in color and black and white.

**Johnson, W: E.**

The federal government and the liquor traffic. Westerville, O., Am. Issue Pub., ['11.] (O7) c. 275 p. por. 12°, \$1.

**Johnstone, Ruth A.**

At my window; hours with my pigeons; with front. in colors by Spencer Baird Nichols. N. Y., Stokes, ['11.] (O7) c. 13+114 p. D. 80 c. n.

Written about wild pigeons who have become tame at the author's window.

**Judson, Katharine Berry, comp. and ed.**

Myths and legends of Alaska. Chic., McClurg, '11. (O7) c. 148 p. pls. O. \$1.50 n.

The author of "Myths and legends of the Pacific northwest" and "Montana" enters a new field of folk-lore in this volume. The myths collected here are authentic, originally gathered by government ethnologists, by whose permission this compilation is made.

**Kaup, W: J.**

Machine shop practice; a study of conditions for use in trade, industrial and technical schools and modern machine shops, and manufacturing plants. N. Y., Wiley, '11. (O7) c. 9+227 p. il. diags., forms, 8°, \$1.25 n.

**Kemper, J.**

Maximilian in Mexico; tr. from the German by G: P. Upton; with 3 illustrations. Chic., McClurg, '11. (O7) c. 133 p. S. (Life stories for young people.) 50 c. n.

**Kempton, W: D., comp.**

The Hanauer road book. Cin., Hanauer Automobile Co., '11. (O7) c. 128 p. maps, (partly fold.,) 16°, \$1.

**Kenealy, Arabella.**

The mating of Anthea. N. Y., J: Lane, '11. (O7) 351 p. D. (Long's colonial lib.) \$1.25 n.

The story discloses a new and original method for the education and training of the twentieth-century woman, arising out of Dr. Drax's theory that women should be allowed to grow up spontaneously like flowers. The result of his experiment as practised upon his attractive ward Anthea is at times tragic, at times comic, but ultimately successful.

**Kennedy, Mrs. Sarah Beaumont Cannon.**

Cicely; a tale of the Georgia march; front. by J: Edn. Jackson. Garden City, N. Y., Doubleday, Page, '11. (O7) c. 375 p. D. \$1.20, fixed.

A story of the Civil War by the author of "Joscelyn Cheshire." The scene is laid along the line of Sherman's march through Georgia from Atlanta to Savannah. Cicely is a southern girl, engaged to



her cousin, Ray Clinch, who is fighting for the Confederacy, and the chances of war send Captain Allyn Fairlee, of the Sixth Connecticut, to be nursed at Cicely's home. She finds that her heart is traitor to the South, but determines to marry her cousin in spite of her love for the northerner. When Ray comes home also wounded they find they have made a mistake, and each finds happiness with some one else.

**King, W: R:**

The elements of the mechanics of materials and of power transmission. N. Y., Wiley, '11. (O7) c. 5+266 p. figs. 8°, \$2.50 n.

**Kingsley, Rev. C:**

The water-babies; a fairy tale for a land-baby; with 8 il. in colour by Katharine Cameron. N. Y., Stokes, '11. (O7) 246 p. O. \$2.50.

**Kinsley, W: W.**

Does prayer avail? Bost., Sherman, French, '11. (O7) c. 157 p. O. \$1 n.

By the author of "Man's to-morrow." There is an almost universal disbelief in the objective efficacy of prayer. The whole question is so beset with difficulties that to many they seem insuperable. A spirit of skepticism is making rapid inroads upon society. Many have fallen under the spell of modern doubt! It is to rekindle the old time fervency of faith by showing in what marked ways the revelations of modern science and the indisputable conclusions of modern philosophy are serving to demonstrate its absolute reasonableness that the present volume has been prepared.

**Kirkpatrick, Edn. Asbury.**

The individual in the making; a subjective view of child development with suggestions for parents and teachers. Bost., Houghton Mifflin, ['11.] (O7) c. 9+339 p. (22 p. bibl.) D. \$1.25.

In his "Genetic psychology" the author discussed the general principles governing the development of behavior and mind in animals and in the human race, giving special prominence to the objective facts. In this volume he discusses the development of individual human minds only, and chiefly from the subjective point of view. It attempts to trace the development of a child's mind as a whole through various stages instead of discussing separately the various instincts and other phases of child-life.

**Kittredge, Dan. Wright, comp.**

All the world loves a quarrel; an introd. to one by D. W. Kittredge. Cin., Marwick & Co., '11. (O7) 92 p. nar. T. pap., 45 c. n.

The author of "Memoirs of a failure" brings out a little volume of essays, collected from the subscribers to a controversy. It takes its title from the first one in the book, the others being: The great adult review; Thoughts on morals; Miss Sinclair's letter; Mr. Newbolt's letter; The *Spectator*: a reply; A reply to a reply; *English Review* and the *Spectator*.

**Knowles, Rob. E:**

The singer of the Kootenay; a tale of to-day. N. Y. and Chic., Revell, ['11.] (O7) c. 368 p. D. \$1.20 n.

The scene of this story is in Kootenay, British Columbia, where the Rev. Armitage Seymour is called for evangelistic duty. His singer, who was to meet him on the train, disappoints him, and by chance he secures Murray McLean, a college chap who has been expelled from college for his pranks, but who possesses a beautiful voice. Murray's "hard knocks" have rather awakened him to the more serious things of life, and the book deals with the power of his work and the devious progress of his love affair. The finding of his prodigal son in Canada, penitent under Murray's influence, melts the pride and rather hard ecclesiasticism of the Rev. Seymour, who thereafter becomes of greater use evangelically. By the author of "St. Cuthbert's," "The handicap," etc.

**La Motte-Fouqué, Friedrich Heinrich Karl, Freiherr de.**

Undine; a legend; with il. by F. Bassett Comstock. N. Y., McLoughlin Bros., [890 Broadway, '11.] (O7) c. 126 p. 8°, 35 c.

**Lane, Ralph Norman Angell, ["Norman Angell," pseud.]**

The great illusion; a study of the relation of military power in nations to their economic and social advantage. 3d rev. and enl. ed. N. Y., Putnam, '11. (O7) c. '10-'11. 18+407 p. D. \$1 n.

**Langley, S: Pierpont and C: M.**

Langley memoir on mechanical flight, pt. 1, 1887 to 1896; ed. by C: M. Manley; pt. 2, 1897 to 1903. Wash., D. C., Smithsonian Inst., '11. (O7) 10+320 p. pls. f°, \$2.50; pap., \$2.25.

**Leiter, Rebecca, [Mrs. H: Leiter,] and Van Bergh, Sara, comps.**

The Flower city cook book. Rochester, N. Y., Sisterhood Affiliated with Congregation Berith Kodesh, '11. (O7) c. 9+188 p. 8°, \$1.25.

**Lindsay, D: Moore.**

A voyage to the Arctic in the whaler "Aurora." Bost., Estes, ['11.] (O7) c. 5-9+11-223 p. il. pls. por. O. \$2.

An interesting account of the author's personal experience as surgeon aboard the Dundee whaler "Aurora," which participated in the search for the Greely expedition. The book contains a description of the trip from Dundee to Newfoundland, from which place for several months she was engaged in seal fishing off the Labrador coast. Much interesting information regarding the seals, their habits and the methods of capturing them is given. It was after the sealing season was finished that the search for the Greely expedition was started.

**Lowell, Percival.**

The soul of the Far East. New illustrated ed. N. Y., Macmillan, '11. (O7) c. '88-'11. 10+226 p. D. \$1.60 n.

Japan is the particular country of the Far East treated of in this new edition of a book originally published in 1888.

**Macbride, Mackenzie.**

Arran of the bens, the glens, and the brave; with il. in colour by J. Lawton Wingate. Chic., McClurg, '11. (O7) c. 9+231 p. D. \$1.75 n.

A description giving something of the romantic history of Arran, an island off the coast of Scotland. The pictures are in color and are tipped in on heavy dark brown paper.

**McCormack, Rev. P. J.**

Dennis Horgan, gentleman, and other sketches. Bost., De Wolfe & Fiske Co., '11. (O7) c. 3-117 p. por. 12°, \$1 n.

*Contents:* Dennis Horgan, gentleman; The ancient owner of the modern store; The colonel's man; "Twas on a market day"; A puzzling case; The story the captain told; The brute.

**Macdonald, Una.**

Alys-all-alone; il. by Helen F. Lyon. Bost., L. C. Page, '11. (O7) c. 8+301 p. pls. D. \$1.50.

The story of a little girl whose parents are separated through a series of misfortunes and are unable to find any traces of each other for a long time. The child is so much alone that she calls herself Alys-all-alone and fills her lonely existence with imaginary people and happenings.



**McFarlane, Arth. Emerson.**

Great Bear Island; a boy's story of adventure and discovery; il. by T: Fogarty. Bost., Little, Brown, '11. (O7) c. 9+290 p. D. \$1.50.

This excellent story deals with the adventures of four boys who spend a summer camping in the northern woods. They are sent by their fathers to find and befriend a harmless, half-witted man, Ninny Noggins, who has been made the butt of cruel jokes by the men of the logging and lumber camps. How they find "Ninny," what exciting incidents attend his rescue, how they fish and hunt and discover the prehistoric mound which gives the island its name, make a story diversified in interest and full of fascination to boy readers.

**McFee, Mrs. Inez Nellie Canfield.**

The blackbird family. Chic., A. Flanagan, [11.] (O7) c. 31 p. il. 12°, (Little classic ser.) 60 c.

**Marshall, F: Rupert.**

Breeding farm animals. Chic., Breeders' Gazette, '11. (O7) c. 287 p. il. 12°, \$1.50.

**Martin, L: Adolphe, jr.**

Text-book of mechanics. v. 3, Mechanics of materials. N. Y., Wiley, '11. (O7) 13+229 p. figs. 12°, \$1.50 n.

**Maivn, Rev. Frederic Rowland.**

Love and letters. Bost., Sherman, French, '11. (O7) c. 252 p. O. \$1.50 n.

A series of essays which, besides one from which the book takes its title, contains the Good neighbor; Silence; Noble deeds of humble men; College and business life; Old age; Culture; Vicisti Galilæe. By the author of "Excursions of a book-lover," "Companionship of books," etc.

**Mead, Mrs. Emily W.**

In the beginning; a book for the new era. Santa Cruz, Cal., Sentinel Pub., [11.] (O7) c. 229 p. 12°, \$2.

**Merwin, H: Childs.**

The life of Bret Harte; with some account of the California pioneers; with portraits and other illustrations. Bost., Houghton Mifflin, '11. (O7) c. 12+362 p. O. \$3 n.

An authoritative life of Bret Harte upon which the author has been at work for six years. Mr. Merwin has spared no pains to clear up the numerous little understood episodes in Bret Harte's romantic career, and he writes both of Harte's life and of his work with understanding. Chapters are given to a first-hand account of the life of the pioneers in California in '49 and the years following—the life upon which Bret Harte drew for the subjects of practically all his books.

**Miller, D: Reed.**

The red swan's neck; a tale of the North Carolina mountains. Bost., Sherman, French, '11. (O7) c. 328 p. O. \$1.35.

Gyp, the young hero of the story, is a brave soul, and the development of his life as the author depicts it, through adversity and open peril, at home, by the horrors of guerilla warfare, massacre, incendiarism, poverty and orphanage, yet nurtured by fellowship with nature, by the comradeship of a little maiden, the aid of a mission school and unknown friends, shows what may be accomplished in one poor, down-trodden life, and how the scarlet thread is woven through the warp and woof of the history of the people of the North Carolina mountains.

**Miller, Lewis B.**

A crooked trail; the story of a thousand-mile saddle trip up and down the Texas frontier in pursuit of a runaway ox; il. by

J. W. F. Kennedy. Bost., Estes, [11.] (O7) c. 5-6+11-413 p. pls. O. \$1.50.

A narrative of the vigorous stirring life in that period of the history of Texas which immediately followed that of the pioneers. The rangers, aided by hunger after the buffalo had been destroyed, had driven the savages on to reservations. Next in this immense wild region the few hardy settlers struggled with outlaws and cattle thieves. It was a time filled with excitement and adventure which the author portrays in this tale.

**Moore, F. J.**

Experiments in organic chemistry; a laboratory manual designed to accompany "Outlines of organic chemistry." N. Y., Wiley, '11. (O7) c. 6+29 p. 12°, 50 c. n.

**Moosmüller, P. Oswald.**

Erik the Red, Leif the Lucky, and other pre-Columbian discoverers of America; tr. from the German by G: P. Upton; with 4 il. and a map. Chic., McClurg, '11. (O7) c. 127 p. S. (Life stories for young people.) 50 c. n.

**Morgan, Charlotte E.**

The rise of the novel of manners; a study of English prose fiction between 1600 and 1740. N. Y., [Lemcke & B.,] '11. (O7) c. 9+271 p. (102 p. bibl.) O. (Columbia Univ. studies in English.) \$1.50 n.

"In the following dissertation two objects have been kept in view: first, the presentation of a succinct account of the more important types of prose narrative current between 1600 and 1740, with special reference to the novel of manners; and second, the facilitation of further studies by supplying full bibliographical details."—Preface.

**Moyer, Ja. Ambrose.**

Power plant testing. N. Y., McGraw-Hill, '11. (O7) 432 p. il. 8°, \$4 n.

**Murdock, H. E.**

Strength of materials. N. Y., Wiley, '11. (O7) c. 14+308 p. figs. 12°, \$2 n.

**Murray, Lindley.**

Kerney's abridgment of Murray's English grammar; rev. by C: H. McCarthy. Balt., J. Murphy Co., [11.] (O7) c. 144 p. 12°, 40 c.

**Murray, T: K.**

The child's own book of toys. N. Y., Dutton, '11. (O7) 8°, (Struwpeter ser.) bds., 50 c.

**New** (The) American encyclopedic dictionary of the English language; Rob. Hunter, editor in chief, assisted by over 100 of the most eminent scholars of America and Europe; complete and unabridged, defining thousands of encyclopedic words not found in any other dictionary of the English language. 5 v. Chic., Riverside Pub., '11. (O7) c. il. pls. (partly col., partly double) fold. maps, 4°, \$25.

**Newberry, Arth. St. John.**

Tropical trolling; two tales of trouble. Cleveland, O., [A. S. Newberry,] '11. (O7) c. 24 p. il. pls. 12°, \$1.

**Newbolt, H: J:**

Taken from the enemy. New ed.; with 8 il. by Gerald Leake. Phil., Lippincott, '11. (O7) 9+170 p. D. \$1.25 n.



**Niblett, J. T.**

Storage batteries, stationary and portable; a clear exposition of the principles governing the action of storage batteries; detailed instructions regarding their construction, care and maintenance. Chic., Drake, [11.] (O7) c. 7-77+4 p. il. 16°, 50 c.

**Nietzsche, Friedrich Wilhelm.**

Ecce homo. Portland, Me., Smith & Sale, '11. (O7) c. 60 p. 12°, 50 c.

**Nourse, E: Everett.**

The epistles of Paul; brief introductions, outlines and commentary; prepared for use in the Bible study classes of the Young Women's Christian Associations. N. Y., Y. W. C. A., [11.] (O7) c. 190 p. 12°, 60 c.

**"Novus homo," pseud.**

Triune man; his origin and destiny; immortality proved; the message of Ka-ra-om, recorded by Novus Homo, psychic. N. Y., Knickerbocker Press, '11. (O7) c. 5+191 p. col. pls. 8°, \$1.50.

**Noyes, Alfr.**

Sherwood; or, Robin Hood and the three kings; a play in five acts; il. in colors by Spencer Baird Nichols. N. Y., Stokes, [11.] (O7) c. 224 p. O. \$1.75 n.

A poetic drama telling the story of Robin Hood and Maid Marian. Oberon, Titania, Puck and other fairies are characters in the play.

**Oertel, Hugo.**

William Penn; tr. from the German by G: P. Upton; with 4 illustrations. Chic., McClurg, '11. (O7) c. 114 p. S. (Life stories for young people.) 50 c. n.

**Oppenheim, Ja.**

The nine-tenths. N. Y., Harper, '11. (O7) c. 319 p. D. \$1.25 n.

Joe Blaine owns a printing house which burns down, some of his women employees being burned, and his eyes are opened to his responsibilities and to the brotherhood of life. The woman he loves, Myra, is kept by her conventional beliefs from understanding his agony of mind and the development of a new purpose. Joe finds sympathy in his mother, who goes with him down among the poor to live. He seeks to wield an influence through the paper which he establishes and edits. He and his work become a centre for factory workers, shirtwaist makers, and even for the wealthy who are interested in humanity. Sally, one of his comrades, precipitates a strike of working girls, which throws out cowardly men, cloak-makers who had tried to strike and fail, and one result is a mob attack upon Joe and the gutting of his office. Then comes the great shirtwaist strike. Meantime Myra, after a period of loneliness and heart searching, has been drawn back to the cause of work for others. She grows with Joe and they become comrades in work, and their love for others brings the fruition of their love for each other.

Outlines of economics developed in a series of problems; by members of the Department of Political Economy of the University of Chicago. [2d ed.] Chic., Univ. of Chic., [11.] (O7) c. '10. 16+144 p. D. \$1.25.

This book has been revised, expanded, and to a considerable extent rewritten since its first publication a year ago.

**Oyen, H:**

Joey, the dreamer; a tale of Clay Court. Garden City, N. Y., Doubleday, Page, '11. (O7) c. 318 p. D. \$1.20, fixed.

A simple narrative, by a man who knows and feels, of a city slum; of the men and women and children who toil in the great factory and what "the day's work" means to the particular main characters,

Freddy and Della, who have just discovered the Secret of Life, and Little Joey. It is a vivid picture of slum life with the factory like a huge spectre overshadowing the dwellers there. The hopeless struggle of the poor against insufficient wages and their thriftless way of living are clearly drawn.

**Park, J: Edg.**

The man who missed Christmas. Bost., Pilgrim, [11.] (O7) c. 30 p. D. pap., 25 c. n., in envelope.

A dainty little story of a man who was shut up in his safe by accident on Christmas Eve and nobody missed him, and the lesson he learned from the experience.

**Parker, B.**

Out in the wood; il. by N. Parker. N. Y., Stokes, '11. (O7) no paging, obl. O. \$1.50.

Verses about the adventures of various little woodland creatures.

**Parker, D: W.**

Calendar of papers in Washington archives relating to the territories of the United States (to 1873). Wash., D. C., Carnegie Inst., '11. (O7) 476 p. Q. (Carnegie Inst. pubs.) pap., \$3.

The present volume is the first calendar of the archive materials in Washington issued by the department. These papers relate to the territories, gathered together for a better means of systematic research, as Washington is the headquarters for unprinted material bearing upon the history of each state preceding that state's admission into the Union. Index.

**Patterson, Jos. Medill.**

Rebellion; il. by Wa. Dean Goldbeck. N. Y. and Chic., Reilly & B., [11.] (O7) c. 355 p. D. \$1.25 n.

The author of a "Little brother to the rich." Deals with the subject of a woman's life in its marital relations. Georgia is married to a man who drinks to excess, who is unable to support her, and for whom she loses all respect. She leaves him at last, and learns to love another man whom she refuses to marry because of her faith as a Catholic. Her priest reconciles her to her husband again, and she returns to his home only to have her old experiences repeated. She leaves him again, and with a last pleading from her lover she acquiesces and leaves her church and home. The book places the Catholic attitude against divorce in a strong light.

**Pearson, Edm. Lester, ["Philobiblos," pseud.]**

The believing years. N. Y., Macmillan, '11. (O7) c. '10-'11. 9+303 p. S. \$1.25 n.

A number of the incidents described in this book have been used in a series of stories published in *The Outlook*, but are retold here in altered form. They are all concerned with the things the eternal boy loves to do. Contents: Mr. Colburn; The old town; Magic; Napoleon Jones; The great day; Susy; When my ship comes in; West Injy Lane; The siege of Auntie Merrill; Entertaining Alice, etc.

**Peck, Annie Smith.**

A search for the apex of America; high mountain climbing in Peru and Bolivia, including the conquest of Huascarán; with some observations on the country and people below; with numerous illustrations. N. Y., Dodd, Mead, '11. (O7) c. 18+370 p. fold. map, O. \$3.50 n.

Among the chapter headings are: Across the desert, mountains, and Lake Titicaca to La Paz; Mt. Illampu; Tiahuanaco; Arequipa and El Misti; Desert of Islay; Lima and the Oroya railway; Peruvian bullfight; Huascarán; Source of the Amazon; Yungay in 1908; Pan American railway. Book is the record of four trips to South America in quest of the highest mountain in the Western Hemisphere. By the author of many magazine articles on mountain exploration.

**Perley, Martin Van Buren.**

A short history of the Salem village witchcraft trials, illustrated by a verbatim



report of the trial of Mrs. Elizabeth Howe; a memorial of her; map and half-tone illustrations. [Souvenir ed.] Salem, Mass., M. V. B. Perley, '11. (O7) c. 76 p. il. map, pls. pors. facsim., 12°, 75 c.

**Perry, Frances Foster.**

Their hearts' desire. [New ed.;] with il. by Harrison Fisher. N. Y., Dodd, Mead, '11. (O7) c. '09-'11. 152 p. pls. D. \$1 n.  
For notice of former edition, see "Weekly Record," P. W., Dec. 4, '09, [1737.]

**Piercy, Willis Duff.**

Great inventions and discoveries. N. Y., C. E. Merrill, ['11.] (O7) c. 206 p. il. 12°, (Graded supplementary reading ser.) 40 c.

**Pike, Oliver G., and Tuck, Magdalen F. P.**

Wild nature wooed and won; containing 52 photographs taken direct from nature by Oliver G. Pike. N. Y., Stokes, ['11.] (O7) 8+208 p. O. \$1.25 n.

The authors know their animals and birds individually and have a name for the hero of each chapter. Many queer pets have grown fond of them and the antics of the animals are described entertainingly.

Practical electricity; with questions and answers. 6th ed. [Cleveland, O., Cleveland Armature Works, '11.] (O7) c. 3+471 p. il. tabs., 16°, \$2.

**Pratt, Rev. H: Barrington.**

The buried nations of the infant dead; a study in eschatology. Hackensack, N. J., B. G. Pratt Co., '11. (O7) c. 5+158 p. por. 12°, 75 c.

**Preyer, D: C.**

The art of the Vienna galleries; giving a brief history of the public and private galleries of Vienna; with a critical description of the paintings therein contained. Bost., L. C. Page, '11. (O7) c. 6+13-14+331 p. pls. pors. D. \$2 n., boxed.

Like the author's "The art of the Netherlands galleries" and "The art of the Metropolitan Museum," this book gives descriptions of the famous pictures of the gallery under discussion, with some criticism and many full-page plates in duogravure.

**Priddy, Al.**

Through the mill; the life of a mill-boy; il. by Wladyslaw T. Bender. Bost., Pilgrim, '11. (O7) c. 11+289 p. O. \$1.35 n.

Autobiography of the author, who began work in a mill as a child. He tells of the abuses of child labor, the viciousness of the mill boy gang, the dramatic incidents of a great strike, and the tragedy and comedy of mill life, all as seen by a lad who has literally and figuratively gone through the mill.

**Prothero, Ernest.**

The child's own book of beasts. N. Y., Dutton, '11. (O7) 8°, (Struwelpeter ser.) bds., 50 c.

**Quirk, Leslie W.**

Freshman Dorn, pitcher; il. by H: S. Watson. N. Y., Century Co., '11. (O7) c. '10-'11. 335 p. D. \$1.50.

A baseball story which has to do with the winning of an inter-collegiate baseball pennant.

**Rand-McNally** (The) indexed county and township pocket map and shippers' guide. 55 v. Chic., Rand, McNally, '11. (O7) c. fold. map, S. pap., ea., 25 c.

Contents: Alabama; Alberta; Arizona; Arkansas; British Columbia; California; Colorado; Connecticut; Florida; Georgia; Idaho; Illinois; Indiana;

Iowa; Kansas; Kentucky; Louisiana; Maine; Manitoba; Maryland and Delaware; Massachusetts; Michigan; Minnesota; Mississippi; Missouri; Montana; Nebraska; Nevada; New Hampshire; New Jersey; New Mexico; New York; New Foundland; North Carolina; North Dakota; Nova Scotia; New Brunswick and Prince Edward Island; Ohio; Oklahoma; Ontario; Oregon; Pennsylvania; Quebec; Rhode Island; Saskatchewan; South Carolina; South Dakota; Tennessee; Texas; Utah; Vermont; Virginia; Washington; West Virginia; Wisconsin; Wyoming.

**Rand, McNally & Co.'s** new imperial atlas of the world; containing large scale colored maps of each state and territory in the United States, provinces of Canada, the continents and their subdivisions; a ready reference marginal index is shown upon the maps of all the countries of the earth. Chic., Rand, McNally, '11. (O7) c. '96-'11. 193 p. F. \$1.75.

**Ransom, Ja. Harvey.**

Experimental general chemistry. N. Y., McGraw-Hill, '11. (O7) 145 p. il. 12°, \$1 n.

**Ransome, Ath., comp.**

The book of love; essays, poems, maxims, and prose passages. N. Y., Stokes, '11. (O7) 18+457 p. O. \$2.50 n.

Like "The book of friendship" issued last year, this well-manufactured anthology contains complete stories, essays or poems, selected with a view to their literary excellence, and is not a collection of miscellaneous fragments. Passages from the Bible, the old English love-tales, and poems by John Lyly, Lodge, Shakespeare, Herrick, Burns, Shelley, Keats, Tennyson, Elizabeth Barrett and Robert Browning and other poets are numbered among the contents.

**Raymond, Wa.**

English country life; il. in colour from water-color drawings by Wilfrid Ball. Chic., McClurg, '11. (O7) 7+443 p. D. \$1.75 n.

By the author of "The book of simple delights," "Crafts and character," etc. The author goes to stay in a place he calls Sutton, a typical English village, and writes of the people he meets there, their manner of life and views of things in general. The illustrations are reproductions from water-colors.

**Regnier, Eliz. Chase.**

Fruits of the spirit. Los Angeles, Cal., Glass Book Binding Co., '11. (O7) c. 72 p. por. 16°, 50 c.

**Rhys, Ernest.**

The South Wales coast, from Chepstow to Aberystwyth. N. Y., Stokes, '11. (O7) 390 p. pls. O. (County coast ser.) \$2.25 n.

The range of coast here described, from the Wye half-way across Cardigan Bay, borders the land of a hundred castles, and is one of the best holiday regions of Britain. Welsh folk-tales and scraps of Celtic romance add to the charm of the book. Author has written a book of old English fairy tales called "Fairy gold." The plates are especially good.

**Richelsen, Rev. J:**

A certain Samaritan. N. Y., Broadway, ['11.] (O7) c. 108 p. 12°, \$1.

**Robinson, Ethel Blackwell.**

The religion of joy; God-consciousness; or, the religion of joy with God. Bost., Sherman, French, '11. (O7) c. 122 p. D. \$1 n.

The author's general theme is elaborated from the following quotation: "We must leave behind our petty, our selfish individuality—the enlarging individuality will hold its own—we must seek God's large personality; we must place our emphasis on the universal, on universality."



**Rohlf, Mrs. Anna Katharine Green, [formerly Anna Katharine Green.]**

Initials only; front. in color by Arth. I. Keller. N. Y., Dodd, Mead, '11. (O7) c. 356 p. D. \$1.30 n.

A lovely and lovable girl, seated in the writing-room of a fashionable hotel one evening, suddenly drops dead. When she is picked up, an odd and tiny wound is discovered, which has pierced her heart. And yet she could not have been stabbed, for none but her friends were near, and no one, at the time of the tragedy, was close enough to touch her. She could not have been shot, for no report was heard, and there is no bullet. Starting with this baffling situation, the author weaves a story of a cunning criminal, a strange crime, and a clue by which the reader, going hand in hand with the detective, traces the mystery through devious and perplexing and elusive channels to the astonishing explanation.

**Rolfe, J.; Carew, and Dennison, Wa.**

A junior Latin book; with notes, exercises and vocabulary. Rev. ed. Bost., Allyn & B., [11.] (O7) c. 6+397+149 p. maps, (partly fold.,) 12°, \$1.25.

**Ross, Patrick H. W.**

The western gate. N. Y., Dodd, Mead, '11. (O7) c. 4+154 p. D. 75 c. n.

Our merchant marine is the subject of this little volume, and it is treated not narrowly and in a partisan spirit, but in a broad and thoroughly comprehensive way due to the fact that the author demonstrates how forces and tendencies which are ages old apply directly to the question. What shall we do with the Panama Canal? The future of America when we can no longer "go west"; The story of shipless nations, are some of the matters brought up.

**Rowe, Harry M.**

Bookkeeping and accountancy; presenting the art of bookkeeping in accordance with the principles of modern accountancy; script by C. P. Zaner. Balt., H. M. Rowe Co., '11. (O7) c. 6+263 p. il. 8°, \$1.50.

**Russell, C. E.**

Business the heart of the nation. N. Y., J. Lane, '11. (O7) c. '09-'11. 291 p. D. \$1.50 n.

This book is a defense of business and a demonstration that business is not only respectable but being absolutely necessary to society should be encouraged instead of being hampered and restricted. It is written from the Socialist's point of view and presents an entirely new consideration of the subject. It shows that under existing conditions business is obliged to do the things it is condemned for doing, and it argues for the freedom and honesty of business that would come under Socialism. It also shows clearly the recent development of business toward the Socialist state and the inevitable results of these tendencies. It is a book of facts and their logical deductions.

**Saint-Beuve, Charles Augustin.**

Causeries du Lundi. v. 8. N. Y., Dutton, '11. (O7) 8+230 p. 16°, 50 c.

**Salisbury, Mary E., comp.**

From day to day with the poets. N. Y., Barse & H., [11.] (O7) c. 7-126 p. por. 12°, 75 c.

**Savile, Fk. Mackenzie.**

The road; a modern romance; with il. by Herman Pfeifer. Bost., Little, Brown, '11. (O7) c. 6+313 p. D. \$1.25 n.

By the author of "The pursuit," etc. The action of this story occurs chiefly in the Balkan Peninsula, where an American company has to strive against odds of plot, treachery and political intrigue in building the great Bir Railway. Gervase Agnew, engineer in charge, needed all his courage and grit to overcome the obstacles encountered, and would

have failed if it had not been for the shrewdness of his subordinate, Jovan Vaco, and the courage of a charming American heroine, who matches her wits against a fascinating Italian girl.

**Sawyer, Edith Augusta.**

Jose: our little Portuguese cousin; il. by Diantha Horne Marlowe. Bost., L. C. Page, '11. (O7) c. 6+92 p. pls. D. (Little cousin ser.) 60 c.

Tells of what happened to a little boy living in Portugal during the revolution of October, 1910.

**Schmidt, Ferdinand.**

George Washington; tr. from the German by G. P. Upton; with 4 illustrations. Chic., McClurg, '11. (O7) c. 145 p. S. (Life stories for young people.) 50 c. n.

**Schütze, Anne, ["A. L. Sykes," pseud.]**

Tiny Hare and his friends; with il. by G. Kerr. Bost., Little, Brown, '11. (O7) c. 10+204 p. S. \$1.

Tiny Hare was a wee baby hare who lived at the edge of the wood and who had all sorts of adventures, while his mother was trying to teach him the various things a good little hare should know. Many of these stories have already appeared.

**Scott, Quincy.**

The Night Riders of Cave Knob; il. by the author. Chic., McClurg, '11. (O7) c. 293 p. D. \$1.25.

The story of Webster Gilmore of Broadlands, Kentucky, and the way he was cheated of his inheritance and the manner in which he regained it. The Night Riders were a band of men secretly banded together to compel the farmers in the district to unite on a price for their tobacco, the chief commercial commodity of the district. Farmers refusing to join the monopoly were burned out and killed. Webster Gilmore discovered who the men were, and with the help of friends had them delivered to justice.

**Sergeant, Philip Walsingham.**

The great Empress Dowager of China; with 16 illustrations. N. Y., Dodd, Mead, '11. (O7) 13+344 p. pls. O. \$3.50 n.

Author was former editor of the *Hongkong Daily Press*, and has written other books of biography. Such opposite views of the Empress have been taken as comparing her with Jezebel, Messalina, and coupling her name with Queens Victoria and Elizabeth. It is now by no means certain how a verdict on her character would be cast. In this book the author has refrained from attempting to indicate definitely how that verdict should go. The evidence is set forth impartially. Chinese names are spelled with a simplicity of benefit to the general reader. It was during the acutest point of the Boxer troubles that the editor started his duties on the newspaper. Appendix and index.

**Sewell, Anna.**

Black Beauty; the autobiography of a horse; with il. in color by Rob. L. Dickey. N. Y., Barse & H., [11.] (O7) c. 278 p. col. pls. 8°, \$1.50.

**Sheldon, C.**

The wilderness of the upper Yukon; a hunter's explorations for wild sheep in sub-arctic mountains. N. Y., Scribner, '11. (O7) c. 21+354 p. O. \$3 n.

This is a record kept while the author was engaged in studying the color variations of the wild sheep of the Yukon territory. It is an attempt to give a detailed account strictly from the point of view of a hunter interested in natural history. Of the other game animals of this territory—the black bear, the white goat, moose and caribou are the only ones existing. The photographs having legends quoted from the text are accurate illustrations. Descriptions of the country traversed are added, impressions of the scenery and notes on the weather. Appendix and index.



**Shelley, H. C:**

The British Museum; its history and treasures; a view of the origins of that great institution, sketches of its early benefactors and principal officers, and a survey of the priceless objects preserved within its walls. Bost., L. C. Page, '11. (O7) c. 12+355 p. por. pls. facsims., D. \$4, boxed.

A history of the British Museum, its origins, foundation and growth based upon the evidence offered before Parliamentary commissions, and upon careful research among other authoritative printed and original sources of information. The greater part of the volume is devoted to the treasures of the museum, of which there are a number of reproductions from photographs.

**Skinner, C. M.**

Myths and legends of flowers, trees, fruits, and plants in all ages and in all climes. Phil., Lippincott, '11. (O7) c. 9+301 p. pls. D. \$1.50 n.

Relations between the human and the vegetable world are indicated in legends of curses and blessings, wherein faiths have grown from incidents, and fortunes of men, towns and dynasties are related to trees. To primitive people vegetable life was glorified because it sustained all other life, and they therefore symbolized the natural phenomena.

**Slaughter, Herb. Ellsworth, and Lennes, Nels Johann.**

Plane and solid geometry; with problems and applications. Bost., Allyn & B., '11. (O7) c. 12+470 p. il. diagrs., 12°, \$1.25.

**Smith, Laura Rountree.**

Little Eskimo. Chic., Flanagan, ['11.] (O7) c. 159 p. il. 12°, 30 c.

**Sommer, H. Oskar, ed.**

The vulgate version of the Arthurian romances; ed. from manuscripts in the British Museum. v. 4, *Le livre de Lancelot del Lac*. pt. 2. Wash., D. C., Carnegie Inst., '11. (O7) 399 p. Q. (Carnegie Inst. pubs.) pap., \$5.

**Stebbing, E: Percy.**

Stalks in the Himalayas; jottings of a sportsman-naturalist; with upwards of 100 il. by the author and others. N. Y., J. Lane, '12, ['11.] (O7) 28+321 p. O. \$4 n.

These notes are written in continuation of those already published in "Jungle byways in India." This is a record of days passed in pursuit of the red bear or the big-horned goats and sheep whose homes are at elevations of 12,000 feet and upwards. Natural history data and incidents are selected from shooting diaries and note-books. The difference of following the pursuit of big game shooting in the plains and hills necessitated a separate volume devoted to the latter kind of sport. Index.

**Steely, Guy.**

Wally; a story of the west; front. by W. W. Fawcett. N. Y., Dodd, Mead, '11. (O7) c. 372 p. D. \$1.25 n.

Wally, the "Incorrigible," comes home from Europe and many escapades to Wahee, Nevada on the same Pullman with Marion Camper, the daughter of a rich mine owner. He thinks he loves her—but, however, proposes and is refused for the thousandth time by Virginia Overton, who thinks he is too reckless and undependable to be trusted with her future. Marion Camper is pitted against her father in some of his unscrupulous dealings, and is in love with Tom Bishop, a young engineer whom her father has hired and treated unfairly. The skill with which Wally steers her love affair to a successful issue, surmounting impossible obstacles with the greatest humor, wins him in the end Virginia's consent to what is his own life's happiness.

**Stevens, D. K.**

The lyrics of Eliza; il. by Katharine Maynadier Browne. N. Y., Century Co., '11. (O7) c. '10. no paging, S. bds., 60 c. n.

By the author of "Lays of a lazy dog." These are verses about a cat, telling all about herself and illustrated by many pictures of her.

**Stevenson, Burton Egbert.**

The spell of Holland; the story of a pilgrimage to the land of dykes and wind-mills; with il. from photographs by the author. Bost., L. C. Page, '11. (O7) c. 395 p. fold. map, D. (Little pilgrimages ser.) \$2.50. boxed.

An interesting travel book telling what the American author and his wife saw during a trip in Holland, which not only took in the places always seen by tourists, but also Middleburg, Friesland and other places not so generally visited. The illustrations are numerous and good.

**Stevenson, Rob. L:**

Treasure Island; il. [in color] by N. C. Wyeth. N. Y., Scribner, '11. (O7) c. 14+273 p. O. \$2.50.

Handsomely bound and illustrated with full-page plates in color.

**Stoddard, Ralph Perkins.**

The photo-play; a book of valuable information for those who would enter a field of unlimited endeavor. [Cleveland, O.,] Photo-Play Syndicate, Box 20, '11. (O7) c. 24 p. 8°, \$1.

**Stratemeyer, E: ["Captain Ralph Bonehill," "Arth. M. Winfield," pseud.]**

Chased across the Pampas; or, American boys in Argentina and homeward bound; il. by J. Goss. Bost., Lothrop, L. & S., ['11.] (O7) c. 4+329 p. D. (Pan-American ser.) \$1.25.

Sixth volume of the series having the same boys as heroes. In this book they have adventures in Bolivia, Chili and Argentina.

**Strong, Isobel.**

Robert Louis Stevenson. N. Y., Scribner, '11. (O7) c. 87 p. por. D. bds., 50 c. n.

A brief life of Stevenson written by Isobel Strong, who was joint author with Lloyd Osbourne of "Memories of Vailima."

**Sutton, Fs.**

A systematic handbook of volumetric analysis; or, the quantitative determination of chemical substances by measure, applied to liquids, solids, and gases, adapted to the requirements of pure chemical research, pathological chemistry, pharmacy, metallurgy, manufacturing chemistry, photography, etc., and for the valuation of substances used in commerce, agriculture, and the arts. 10th ed., rev. throughout, with numerous additions, by W. Lincoln Sutton and Alfr. E. Johnson. Phil., Blakiston, '11. (O7) 14+621 p. il. tabs., 8°, \$5.50.

**Swett, Sophie Miriam.**

The six little Pennypackers; or, from Little Bear Lighthouse to London; il. by Fk. T. Merrill. Bost., Estes, ['11.] (O7) c. '09-'11. 200 p. D. 75 c.

Story of six children and their home in a light-house, their trip on the schooner "Alphonso," their shipwreck, their rescue by the circus steamer, journey to London and return.



**Synge, J. Millington.**

In the shadow of the glen. Bost., Luce, '11. (O7) c. '04. 35 p. D. bds., 60 c. n.

The playboy of the western world; a comedy in 3 acts. Bost., Luce, '11. (O7) c. '07. 7+111 p. D. \$1 n.

**Tappan, Eva March.**

Old world hero stories. Bost., Houghton Mifflin, ['11.] (O7) c. 9+261 p. il. map, D. 70 c.

Collection of biographical stories of a number of the prominent men of the last three thousand years. The book is designed as a preparation for the study of history by giving children familiarity with some of the chief actors in the world's story.

**Taylor, Mary Imlay, and Sabine, Martin.**

The lotus lantern; with il. by F. Vaux Wilson. Bost., Little, Brown, '11. (O7) c. 308 p. D. \$1.25 n.

A love story whose scene is laid in Japan at the present time. Lieut. John Hallard, a military attaché of the British Embassy, and betrothed to the daughter of the British Ambassador, while witnessing the Buddhist festival of lanterns, symbolizing ships of the souls of the dead, meets Umé-San, who has been sold by her relatives and has become a Geisha girl in a Tokyo tea garden. A plot has been formed to place her in the power of an unscrupulous and cruel Japanese prince. Hallard's sympathy is first enlisted, and finally he forms a passionate love for the little Japanese girl, who is pure, sweet, and devout, notwithstanding her surroundings.

**Taylor, Rupert.**

The political prophecy in England. N. Y., [Lemcke & B.,] '11. (O7) c. 20+165 p. O. (Columbia Univ. studies in English.) \$1.25 n.

A study of political prophecy as a type of English literature, beginning with Geoffrey of Monmouth's "Book of Merlin," and showing the general history of the type in England, with some reference to Continental activity in the same field.

**Thorndike, E. Lee.**

Individuality. Bost., Houghton Mifflin, ['11.] (O7) c. 10+55 p. D. (Riverside educational monographs.) 35 c.

Author is professor of educational psychology, Teachers' College, Columbia University. He has written "Educational psychology," "Handwriting." The present volume deals with the reaction against the uniformity of method that has so long mechanized the schools. The need of conserving and developing individuality is dealt with under the three headings: Nature of individual difference; Causes of individual differences; Significance of individual differences. Index.

**Thwing, C. Franklin.**

Universities of the world. N. Y., Macmillan, '11. (O7) c. 15+284 p. pls. O. \$2.25 n.

Oxford, London, Paris, Leyden, Upsala, Madrid, Geneva, Rome, Athens, Berlin, Vienna, Budapest, Cairo, Melbourne and Tokyo are a few of the foreign universities written about. These articles have formerly appeared in *Harper's Magazine*, *North American Review* and *Independent*. Author is president of Western Reserve University.

**Tomlinson, Everett Titsworth.**

The champion of the regiment; a story of the siege of Yorktown. Bost., Houghton Mifflin, '11. (O7) c. 8+\$77 p. pls. D. \$1.50.

The adventures at the siege of Yorktown of Noah Dare, the champion wrestler, who has appeared in several of Mr. Tomlinson's Revolutionary stories. Capture and escapes, wrestling matches, Indians, spies in disguise and much historical information make a story full of interest and excitement.

**Train, Arth. Cheney.**

The confessions of Artemas Quibble; being the ingenuous and unvarnished history

of Artemas Quibble, Esquire, one-time practitioner in the New York criminal courts, together with an account of the divers wiles, tricks, sophistries, technicalities and sundry artifices of himself and others commonly yclept "shysters" or "shyster lawyers." N. Y., Scribner, '11. (O7) c. 227 p. pls. D. \$1.30 n.

The golden rules of the "shyster" lawyer's profession are, first, terrify your client; second, find out how much money he has and where it is; third, get it. And the ability actually to get one's hands on the coin is what differentiates the really great criminal lawyer from his inconspicuous brethren. On these principles Artemas Quibble runs in a highly successful partnership with Abraham Gottlieb which lands them both eventually in State's prison. By the author of "True stories of crime," "McAllister and his double," etc.

**Tristram, W. Outram.**

Moated houses; il. by Herb. Railton; with 77 illustrations. N. Y., Dodd, Mead, '11. (O7) 11+402 p. pls. O. \$3.75 n.

Among the "moated houses" described are Duranto Arbour of Middlesex; Oxburgh Hall, Norfolk; Markenfield Hall, Yorkshire; Bisham, Buckinghamshire; Kentwell Hall, Suffolk; Great Tangle Manor, Surrey; Moreton Hall, Cheshire; Crow's Hall, Suffolk; Woodcroft, Northamptonshire; Rye House, Hertfordshire; Birtsmorton, Worcestershire; Hever Castle, Kent, etc. Index.

**Van Dyke, H. Jackson, D.D.**

The poems of Henry Van Dyke; now first collected and rev. with many hitherto unpublished. N. Y., Scribner, '11. (O7) c. 12+267 p. por. O. \$2 n.

**Vane, G.**

The lifted latch. N. Y., J. Lane, '11. (O7) 376 p. D. \$1.25 n.

Scene is set principally in diplomatic circles in Rome, and concerns the romantic love-story of the son of an Italian attaché. His child, adopted by strangers in his early youth, is, later in life, reunited to his parents by a curious sequence of events and circumstances, and a series of plots and counterplots follows.

**Van Sickle, Ja. H., Seegmiller, Wilhelmina, and Jenkins, Frances, eds.**

Riverside readers: Second reader, Third reader. Bost., Houghton Mifflin, ['11.] (O7) c. 192; 256 p. il. D. Second reader, 40 c.; Third reader, 50 c.

**Wason, Rob. Alex.**

The knight-errant; a novel of to-day; il. by Hanson Booth. Bost., Small, Maynard, ['11.] (O7) c. 8+398 p. D. \$1.25 n.

By the author of "Happy Hawkins," etc. Philip Lytton, a well-to-do young New Yorker, is engaged to Edith Hampton, a girl who is filled with a desire to amount to something herself and have Phil amount to something also. She argues with him until he determines to go into business, and at first he is successful, but when ruin stares him in the face he goes away without seeing Edith, and wanders about the country seeking a living. His experiences, some of them as a tramp, some as waiter, finally lead him back to Edith, both of them wiser for their trials and separation. There is humor as well as humanity in the tale.

**Watson, Gilbert.**

Toddie; the romance of a woman hater; front. by R. G. Vosburg. N. Y., Century Co., '11. (O7) c. 301 p. D. \$1.20 n.

Toddie was a caddie at the St. Andrews Golf Links in Scotland. He was a small man of forty, given to strong drink, and a woman-hater. When he found that Major Dale, his chief patron on the links, was paying attentions to a certain young lady he was inexpressibly sad. He found a rift in the clouds, however, when he discovered that the lady's



maid, a tall, handsome, gloomy Scotch woman of thirty odd—who had been early disappointed in love—was quite as much of a man-hater as he was a woman-hater, and the two conspired to prevent the match. This meant naturally frequent meetings. Toddie reformed both his habits of life and his ideas on women, and the maid, Devina, melted—and in the end there were two marriages instead of one.

**Wharton, Mrs. Edith Newbold Jones.**

Ethan Frome. N. Y., Scribner, '11. (O7)

c. 195 p. D. \$1 n.

A story of a New England village and typical New England farm people. It is the first time Mrs. Wharton has brought her sharp pen to the interpretation of this phase of American life, or any like it, and in recounting the love story of Ethan Frome, a farmer, and his wife's cousin, Mattie Silver, she shows a different conception of that life from the many other writers who have treated it.

**White, Fred Merrick.**

The mystery of the Ravenspurs; a romance and detective story of Thibet and England; il. and cover design by Andre Ch. De Takas. N. Y., J. S. Ogilvie Pub., [11.] (O7) c. 319 p. D. \$1.25 n.

This is a romantic tale of adventure, mystery and amateur detective work, with scenes laid in England, India, and the distant and comparatively unknown Thibet. A band of mystics from the latter country are the prime movers in the various conspiracies, and their unique and weird methods form one of the features of the story. Mr. White is the author of other detective stories, the "Crimson blind," "Corner house," etc.

**Wiggin, Kate Douglas Smith, [now Mrs. G. Riggs,] and Smith, Nora Archibald, comps.**

An hour with the fairies. Garden City, N. Y., Doubleday, Page, '11. (O7) c. '06-'11. 59 p. pls. D. (Pleasant hour ser.) bds., 25 c. n.

The editors of the "Crimson classics" have gathered into this small edition, prettily bound and il-

lustrated, East o' the sun and west o' the moon; Golden lantern, golden goat, and golden cloak; Mother Roundabout's daughter; Bear and skrattel; Golden bird; Doll in the grass; Princess on the glass hill; Ram and the pig. This book was formerly published by McClure, Phillips & Co.

**Woolsey, Sarah Chauncey, ["Susan Coolidge," pseud.]**

What Katy did; with il. by W: A. McCullough. [New ed.] Bost., Little, Brown, '11. (O7) c. '72-'11. 277 p. D. (Katy did ser.) \$1.50.

What Katy did at school; with il. by W: A. McCullough. [New ed.] Bost., Little, Brown, '11. (O7) c. '73-'11. 286 p. D. (Katy did ser.) \$1.50.

What Katy did next; with il. by W: A. McCullough. [New ed.] Bost., Little, Brown, '11. (O7) c. '73-'11. 301 p. D. (Katy did ser.) \$1.50.

**Zahm, Alb. Fs.**

Aërial navigation; a popular treatise on the growth of air craft and on aeronautical meteorology. N. Y., Appleton, '11. (O7) c. 16+496 p. pls. D. \$3 n.

A comprehensive history of aeronautics from military, recreative and scientific points of view, from the earliest dreams of wings and flying machines to the present perfection of practical air-craft. Special attention is given to the uses of the aeroplane in the study of the difficult and little known science of aerodynamics. A list of the general chapter headings follows: Pt. 1, Growth of aërostation; Early history of passive balloons; Early history of power balloons; Introduction of gasoline-driven dirigibles, etc. Pt. 2, Growth of aviation; Model flying machines; Aeroplanes of adequate stability and power; Advent of public flying; Forcing the art, etc. Pt. 3, Aëronautic meteorology; General properties of free air; General distribution of heat and pressure, etc.; Appendices; Stress in a vacuum balloon; Aëronautic letters of Benjamin Franklin, etc. Index.

## BOOK TRADE EXPORTS AND IMPORTS FOR JULY, 1911.

A summary statement of the value of the imports and exports of paper and of books and other printed matter of the United States for July, 1911, and for the seven months ending the same, compared with the corresponding periods of 1910.

### Imports and Exports of Printing Paper.

#### Quantities and Values of Paper of Domestic Manufacture Exported from the United States.

	July				7 months ending July			
	1910		1911		1910		1911	
	Quantities	Values	Quantities	Values	Quantities	Values	Quantities	Values
PRINTING PAPER—								
NEWS PRINT . . . . . lbs	7,963,763	\$192,549	7,542,155	\$176,284	7,963,763	\$192,549	57,555,173	\$1,412,355
Exported to—								
United Kingdom . . . . .	5,088,644	123,204	1,123,158	25,636			9,541,142	237,305
Canada . . . . .	285,422	8,103	383,117	9,026			3,358,640	79,233
Mexico . . . . .	338,902	10,391	44,005	1,070			977,407	29,384
Cuba . . . . .	305,140	7,218	337,202	7,594			2,967,510	70,542
Argentina . . . . .	909,792	20,128	3,040,626	73,338			17,866,867	423,944
Chile . . . . .	748,970	16,861	332,231	7,810			4,699,731	111,657
Australia and Tasmania . . . . .			1,684,618	36,310			14,457,399	370,875
Other countries . . . . .	286,933	6,644	597,198	15,500			3,686,477	89,415
All other . . . . . lbs.	2,380,958	104,485	1,727,094	87,842	43,224,529	1,438,438	16,493,659	767,323
Total printing paper . . . . . lbs	10,344,721	297,034	9,269,249	264,126	53,188,292	1,630,987	74,048,832	2,179,678



## Quantities and Values of Paper Imported from Other Countries.

	July				7 months ending July			
	1910		1911		1910		1911	
	Quantities	Values	Quantities	Values	Quantities	Values	Quantities	Values
PRINTING PAPER, FOR BOOKS AND NEWSPAPERS								
Valued at not above 2½ cts. per pound.....lbs..dut..	9,097,665	\$165,635	8,599,967	\$157,906	61,409,478	\$1,232,149	64,731,686	\$1,218,316
All other.....lbs..dut..	375,798	18,736	650,068	30,304	375,798	18,736	5,039,148	391,786
Total.....lbs..	9,473,463	184,371	9,250,035	188,210	70,882,941	1,416,520	69,770,834	1,610,102
Imported from—								
Germany.....	277,716	12,242	169,750	8,545	1,029,704	52,479	1,325,588	103,365
Canada.....	9,020,054	164,077	8,327,195	154,870	66,132,055	1,214,750	63,432,549	1,190,673
Other countries.....	175,693	8,052	683,090	24,795	3,721,182	149,291	5,012,697	316,064

## Imports and Exports of Books and Other Printed Matter.

## Books, etc., Imported from Other Countries.

	July		7 months ending July	
	1910	1911	1910	1911
Free.....	\$365,200	\$240,253	\$1,904,103	\$1,537,989
Dutiable.....	207,651	243,080	1,349,125	1,617,342
Totals.....	572,851	483,333	3,253,228	3,155,331
From United Kingdom.....	\$172,587	\$279,273	\$1,900,486	\$1,585,643
" France.....	37,664	26,610	217,868	194,161
" Germany.....	87,370	101,705	632,517	792,504
" Other Europe.....	43,030	43,188	319,859	390,196
" Other Countries.....	32,000	32,557	182,498	192,827

## Books, etc., of Domestic Manufacture, Exported from the United States to its non-Contiguous Territories.

To Alaska.....	\$16,388	\$3,726	\$118,919	\$116,578
" Hawaii.....	13,402	9,816	155,230	64,887
" Porto Rico.....	20,173	16,668	86,205	104,849
" Philippine Islands.....	2,645	3,393	157,424	125,712
Totals.....	52,608	33,603	517,778	412,026

## Books, etc., of Domestic Manufacture, Exported from the United States to Foreign Countries.

To United Kingdom.....	\$105,006	\$100,056	\$763,649	\$798,519
" Canada.....	287,497	264,228	1,952,439	2,110,287
" Mexico.....	25,077	19,302	144,175	159,673
" Cuba.....	22,800	19,286	173,658	140,684
" Brazil.....	8,820	3,413	135,050	98,641
" British Oceania.....	28,371	31,803	155,651	170,769
" Other countries.....	161,638	130,402	763,063	953,697
Totals.....	639,209	568,490	4,088,685	4,432,470

## Values of Exports of Books and Other Printed Matter, of Foreign Manufacture.

Books and other printed matter. <i>Free of Duty</i> .....	\$533	\$1,424	\$25,557	\$11,414
Books and other printed matter. <i>Dutiable</i> .....	1,145	3,722	26,076	37,038

Books, etc., remaining in warehouse July 31, 1910, \$65,274. July 31, 1911, \$75,043



# The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

October 7, 1911

The editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible in advance of publication. The Record of the PUBLISHERS' WEEKLY is the material of the "American Catalog," and so forms the basis of trade bibliography in the United States.

*"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."*—LORD BACON.

## "THE WORST BUSINESS IN THE WORLD."

THE next best thing, oftentimes, to "seeing ourselves as others see us," is to see ourselves as one of us describes us to the others! Which is only another way of saying that Mr. Yard's readable article on the book publishing business today, as reprinted from the *Saturday Evening Post* on another page of this issue, ought to be of interest to the trade itself, however familiar may be the facts which he states, however well accepted the conclusions he draws.

Nowhere has the PUBLISHERS' WEEKLY seen a fairer or better reasoned statement of the pros and cons of "booming" fiction in the publishers' lists. Every item of the indictment of "best sellers" is true—for the writer errs if anything, on the side of moderation of statement—yet it is equally incontrovertible that fiction, whether of itself a winning or losing department, is of inestimable benefit to any house in the general publishing field.

The publishers have been, as a whole, extremely modest in telling the trade their own troubles. There is no gain-saying that many discussions of the net price question, for example, have tacitly taken, as a first assumption, that the publisher's life was one of languorous ease so far as any struggle to maintain a profit margin was concerned. The fact is that two years ago, speaking very simply, the bookseller was practically always assured of a loss on regular fiction, but that loss was relatively small:

whereas the publisher always had a chance of a profit, but was never sure in advance where his losses would reach. Not a very happy situation certainly for either!

It might be worth the retailer's while to examine a bit closely Mr. Yard's rough estimates of cost, that he may appreciate what the publisher, colloquially speaking, is "up against." The figures are fair—many novels, for instance, are under four hundred pages, but again many run to five and six hundred. Illustrations are often re-used after magazine serialization at a tithe of Mr. Yard's \$750 cost; but, on the other hand, they sometimes cost more. The average binding cost, would, we imagine, run, if anything, over eleven cents a copy. Mr. Yard's estimate makes no allowance for jackets, which, on some books, run to one and two cents apiece. A few authors ask—and receive—more than twenty per cent royalty. The cost of doing business varies very considerably with the size of the publishing house itself; for, as Mr. Yard well points out, the house without subsidiary organizations and magazine feeders is under a tremendous handicap. His estimate of five per cent for special advertising would be low, unless we are mistaken, for one-third, at least, of our novels. In short, the estimate is moderate; and the financial difficulties under which the publisher labors are fairly put.

Most vital and constructive of all Mr. Yard's analysis, however, is his statement of the value, to publisher and bookseller alike, of the "list," of the books, generally non-fiction, which are of solid and enduring merit. "Best-sellers" form an omnipresent and perpetually disconcerting problem: worthy non-fiction deserves of both branches of the trade their best efforts.

If one were to sum up in a paragraph the net trade point of Mr. Yard's article, it would seem to be that the trade might well pay closer attention than it does to the "general list"; that all agencies promoting the sale of miscellaneous books should be supported and strengthened; that publishers should realize that fewer books of fiction, more carefully selected, would probably afford them better return; that booksellers should more fully appreciate that their profit lies, as does the publisher's, not in books that "sell themselves" unfortunately, but in books that have to be sold!

ELBERT HUBBARD has said: "The successful man is the average man concentrated and consecrated."



## THE WORST BUSINESS IN THE WORLD.

A YOUNG man with a note of introduction from a prominent Harvard professor bustled determinedly into one of the largest publishing houses in America and asked to see the head of the house. While awaiting his turn he walked up and down in apparent excitement. He wore a look of expectancy and confided to the attendant that he was the inventor of a book scheme which would double the sales of the house and incidentally make his own fortune. The attendant grinned. Half an hour later, in the publisher's private office, the young man introduced his subject glowingly and added: "Two or three of the professors think the plan is great; and so I hurried down overnight to lay it before you. I knew you'd want to know about it quickly."

The publisher paused a few moments, looked into the earnest face before him, and said gently:

"Tell me about it. Be frank and full in your statement and I will treat you fairly."

The young man launched into his scheme, even describing in detail the mental process which gave it birth; and the publisher listened patiently to the end. Then he said:

"The plan is a very good one. We have been using it for a hundred years. There is nothing new in the book-publishing business—hasn't been since its beginning. We have developed, of course; but we haven't changed."

### BETTER CHANCES IN COPPER.

That is one inside glimpse of a business which doubtless is more fascinating to more cultivated people the world over than any other organized livelihood except, perhaps, acting and authorship. General publishing, so called to distinguish it from textbook and subscription-book publishing—two highly specialized modern businesses—is, in fact, little changed from its beginning. The publisher who sits at his desk to-day, discussing with a group of subordinates the selling chances of a manuscript which has been read by all of them, deals with precisely the same problems in much the same way as the printer of a century ago who gravely consulted his foreman as to the chances of making fifty pounds out of a little adventure in publishing, never dreaming that he was founding a publishing house that would become famous in the generations. The problems of to-day bulk bigger and carry burdens of worry and complexity then undreamed of; but they are the same old problems. No business has changed so little as the publisher's.

Let us lift another corner of the curtain.

A brilliant young reader who had "picked" a dozen successes in half as many seasons, including a couple of "best sellers," had determined to start for himself and was seeking capital. After many months he interested a couple of rich men.

"But is it a good business?" they asked.

"Good? I should say so!" replied the enthusiastic youngster. "It is the most fascinating thing in the wide world. Its associations

are nothing short of noble, and its problems call for the best that the shrewdest and most cultivated man has in him. The man who deals in fabrics or foodstuffs works all day, so that he may live evenings and holidays; but the publisher lives—really lives—in the highest sense of the word, in his work day by day. Why—"

"But," interrupted his capitalists, "that's your part of it, and we don't wonder you love the business; but where do we come in? What chance have we to earn twenty per cent. on our investment, for we must have a bait as good as that to tempt us to undertake the risks of starting a brand-new enterprise."

"Well," said the young publisher, "I can satisfy you there. Mr. Ess takes eighty-five thousand a year out of his business in dividends, besides his salary, which must be handsome. Mr. Dee has built up in ten years a business of a million and a half a year. Mr. Bee does a business of four millions a year. Mr. Aitch has built up a business of four hundred thousand in a quarter of a century which is said to net a hundred thousand a year. I don't know any publisher of any account at all who isn't prosperous—except a couple of very conspicuous houses which came to grief by bad management in their second generations; but they were very prosperous under their founders and doubtless will be again, with their fine lists. Why don't you ask the publishers themselves?"

The capitalists did so.

"General book-publishing?" asked Mr. Ess. "Financially speaking, it's the poorest business in the world."

"Well," said Mr. Dee reflectively, "if you've got hold of a genius, go ahead. Every publishing business needs a genius. But why don't you try mining stocks?"

"Get big bulk and you'll make money," said Mr. Bee, "provided you don't lose your boots trying to get your bulk. Pare expenses to the half-cent and never pay a twelve-hundred-dollar salary if you can hire for a thousand. Be your own axman, so you'll be sure. Otherwise there's nothing in books."

"Trade books alone?" asked Mr. Aitch. "It's the worst business in the world. I hope you've got hogsheads of money. Better go into textbooks. Fiction, did you say? Yes, there's money made in novels, they tell me. So there is in copper. I've heard of fortunes made in copper. But then, I'm no speculator. If I were I think I'd prefer copper."

Yet these men were all highly successful.

However, let us consider them individually.

Mr. Ess is a distinguished general publisher, but he also owns a highly profitable magazine, a highly profitable schoolbook business, a highly profitable subscription business, a retail business, a rare-book business, and several other minor businesses in books built up around his central publishing business and supporting it like chapels around the cathedral choir, each dove-tailed into each other and into the central core, making a business edifice beautiful in proportions and a fortress for strength.

And Mr. Dee's general publishing business



is supported by three handsomely profitable magazines, besides a score of minor undertakings which make, all together, for huge, aggressive power. Besides which, Mr. Dee is himself his own business genius—a great merchant who would have wrung wealth and power out of any business he had chanced to go into.

And Mr. Bee inherited a great business, founded in simpler days upon a great English publishing house, and to-day consisting of a union of general publishing with importing and textbook publishing on a large scale—the whole driven forward by a will of steel on a scale of expense so low as to be the wonder even of the publishing world.

#### HOW THE WORST BECOMES THE BEST.

And Mr. Aitch's is not a general publishing business at all, though most folks think it is, but a highly specialized and developed business in higher textbooks, assisting and assisted by a general publishing department which, thus assisted, is profitable because of its quality and because of the careful skill with which it is handled.

The point becomes as clear as sunshine.

The "worst business in the world" becomes one of the best in the world when it is propped up on every side by specialized departments sucking in profit from outlying markets; or when it is combined with periodical publication, each department materially assisting the other. It is naturally the hub of any publishing combination in which it appears; and the nearer perfect the surrounding wheel, the greater the possible speed.

There are general publishing houses, however, which stand successfully all by themselves. This means bulk business, and bulk business means one of two things—either many years of patient and discriminating list-building, with ample capital to build with; or the same result accomplished more quickly by the acquisition of the list of other houses which, for some reason or other—generally lack of profits—elect to drop out of activity.

Houghton, Mifflin & Company is the best American example of the house which has acquired great bulk through slow building. Its list goes back to the beginning of New England literature and its catalogue to-day contains the lifework of the most celebrated of the early American writers. This magnificent list, the accumulation of generations, alone would support a great house to-day without the flourishing educational and subscription departments which have been added in recent years.

Another Boston house, Little, Brown & Company, is as good an example as any of the other manner of bulk-getting. Starting with an old and excellent business in lawbooks, the house never attained real success in general publishing until it acquired the fine list which it became possible to purchase when Roberts Brothers, of Boston, decided that there wasn't enough money in publishing to tempt them to go any farther. With this valuable addition, the house has ever since built aggressively and profitably.

Speaking generally, it may be said to re-

quire about one hundred and fifty thousand dollars gross receipts yearly to support the simplest general publishing business, unaided by special departments in other publishing fields; at two hundred thousand dollars there will be profit and at four hundred thousand dollars prosperity.

These figures—even the minimum—are not so easy to get, however. The new publisher finds he must sell a great many books to aggregate even a hundred and fifty thousand dollars; and, unless a goodly proportion of the income represents "list"—that is, formerly published books which have already paid back their cost of publication and now are selling well on a basis of real profit—he can't expect to break even.

One of the most distinguished publishers in America maintained for years that he didn't want "best sellers."

"They are too expensive," he said. "I can't afford them."

When I seriously challenged him one day to prove his assertion, he said:

"It is easily proved. Here—hand me that bit of paper and let us make some figures. Let us assume a novel of four hundred pages, illustrated with drawings by one of the high-priced illustrators. Let us assume that it eventually sells one hundred thousand copies and that our first edition was ten thousand. It will figure up something like this:

Five Original Drawings, at \$150.....	\$ 750
Composition and Plates, at \$1 a page.....	400
Cover Dies.....	25
Paper for 10,000 copies.....	500
Printing Text and Illustrations.....	300
Binding 10,000, at 11 cents.....	1100

Total..... \$3075  
Or thirty and three-quarter cents a book.

"Succeeding printings will cost, at the same rate—less, of course, the first costs, drawings, plates and dies—nineteen cents a book; or an average of twenty and one-tenth cents a book for the total sale. The showing then will be:

Cost of Manufacture.....	\$0.201
Author's Royalty, at 20 per cent. of price, \$1.50.....	.30
Cost of Doing Business, 28 per cent. of income.....	.224
Special Advertising Campaign.....	.05

Deducted from average price received.. \$0.775  
.80

Leaves average net profit on each book.. \$0.025

"If the 'best seller' scores a hundred thousand in the course of its run—say, two years—the total net profit will be twenty-five hundred dollars. I'm quite aware that most persons believe that the publisher gets many times that profit out of it; but these are the facts. To get the author's returns, of course, you have only to multiply the total sale by the royalty. In the above instance it would be thirty thousand dollars."

#### WHY NOVELS COST YOU MORE.

"So you see there's no profit in it for us—and what's the use? Besides yielding no profit, it actually hogs the whole attention of the house to the exclusion of the other and really important books—the books that,



bulked together, really make profit, and the books that carry the dignity and the prestige and the power and the influence of the house. It eclipses them all. Salesmen strive to land quantities of the best seller because it is a showy business and everybody's talking about it. Every one in the house runs about reporting the last sale of twenty-five hundred copies just in by wire. The advertising man puts the wretched thing at the top of every ad, and grows scornful of the lesser sellers that constitute our real power. What do they care that the big sale brings no profit? The cornet screams and the crowd chuck up their hats! The lust of record-making has the whole establishment by the throat; we have ceased to be a serious business house in our wild rush for the top of the best-sellers list in the Saturday newspapers. No more for me."

Now it cannot be denied that there was a great deal of solid sense in this point of view, especially at the time it was uttered, some eight or ten years ago, just before the collapse of the "crazy period," when publishers of all degrees were spending their profits in rash advertising under the temporary delusion that "books are like everything else; advertise enough and they'll sell any amount."

Since then conditions have been much bettered, as we shall see; but even before the betterment the publisher greatly modified his point of view. He found that, even without profit, a large seller is a mighty good thing to possess.

In the first place, it is the best possible "trade leader." The salesman who has a heavy selling novel on his list is eagerly greeted in every bookshop and finds it much easier to sell down his whole list than if he had no big specialty to make him welcome. I have heard salesmen value this as high as twenty per cent., meaning that the big seller at the top would tend to increase the sales of the rest of the list by that large proportion. The constant reordering of the big seller by mail and express by every bookshop, big and little, in the country keeps the house that publishes it and that house's whole list constantly and profitably before the attention of the trade.

In the second place, it is the best kind of an "author getter." There is at least one author on your list who is receiving handsome royalties and who consequently is sounding your praises widely and continuously. Authors of novels besiege the offices of the publishers of a "best seller" under the impression that he possesses some occult power to make novels sell; at worst, they see his advertising and speak of him admirably as "a heavy advertiser," which is a profitable reputation to possess. Successful authors of all kinds of books are the easier of approach.

I have said that profit conditions are better now than eight or ten years ago; but some of the conditions are worse. Paper, printing and binding all cost more now than then. On the other hand, competition in advertising has ceased, publishers having learned by costly experience that there is nothing in it to gain and all to lose, and that the old publishing

fact that each book has its own natural limit of sale, beyond which it can be advanced by advertising only at a loss, is as much a fact about fiction as about any other kind of a book. Book-advertising, at its height ten years ago, has rapidly lessened, until now it probably represents as nearly actual value as will ever be realized.

The recent advance in the price of fiction does not help the publisher. That is the bookseller's profit, though it was the publisher who brought it to pass.

Perhaps you did not know there has been an advance in the price of novels!

Perhaps you became so used to advances in the prices of everything that you never even noticed that your novels had gone up twenty-five per cent!

No one can blame you, of course; for naturally you would have been more likely to notice it if the price hadn't gone up!

Anyway, it used to be that publishers published the standard novel at a dollar and a half and booksellers sold it at a dollar and eight cents. Now publishers publish it at a dollar and thirty-five cents net and booksellers maintain that price; but there is no perceptible increase in the price the bookseller pays the publisher for it.

It happened this way: Booksellers were not making enough out of fiction to make it worth their while to feature it, particularly as certain cut-rate department stores often sold novels at an actual cash loss for the sake of the advertisement, hoping to draw customers for other departments. The publishers saw the natural retail outlets for their books threatened with actual obliteration by this destructive competition, and some years ago they combined to maintain prices for one year after publication, refusing to sell to those who would not agree to do so. The cut-rate department stores shouted "Trust," and a five years' war began, which ended in the defeat of the publishers in the courts, but the sound establishment in practice of the business principle of price maintenance. The combination, of course, went permanently out of existence; but the retail trade, including the vast majority of the largest and soundest department stores in the country, no longer troubles itself about those cut-rate shops. They may cut all they please and charge their losses to advertising; but they no longer affect the main current of the country's book business.

There still remained, however, too little profit in novels to tempt the bookseller to do more than keep a few on his counter. Something had to be done to spur him to real effort. "More profit!" he cried. "Put fiction on the net basis, as other books."

And so it came about.

However, there was no combination of publishers now; nor could there be. The experiment must be made by individuals; and by-and-by one big house tried a book or two at a dollar and thirty-five cents net, that word "net" meaning that the published price was to be maintained for a year. It "went" all right. There was no complaint from the public and no dropping off in sales. Other



publishers tried the experiment, and it was found that some of the higher-priced novels out-sold with ease old-priced novels lying alongside them on the same counter. Purchasers seemed to buy what they wanted irrespective of price.

Would it retard a big seller? That finally became the question.

The answer was: Lewis Rand. Houghton, Mifflin & Company, one of the boldest experimenters in the new system, ventured Mary Johnston's big historical novel at a dollar and forty cents net. Some publishers thought they were taking great chances.

The public didn't think so, however. Lewis Rand bounded into first place from the start. It scored its first hundred thousand on its first wind. The "net novel" was established. The price of fiction was definitely and permanently raised. By now every publisher has swung into line and almost every novel is put out at the advanced price.

#### WAIT TWO YEARS AND SAVE MONEY.

Though the bookseller gets practically all the increase from this advance in price, there is a slight saving to the publisher in royalty, which makes an appreciable difference to him. Nor does the author lose anything in the end, because fiction has become really profitable to the bookseller, at last—it really wasn't before—and he actually sells a great many more copies than he used to under the old system.

Another new source of profit is the business in cheap editions that has grown up within the last ten years. There are houses whose whole business is to get a secondary sale of novels, at a fifty-cent retail price, which have made real successes at the higher price.

The publisher of the successful novel, two years after it first appears on the market, makes his deal with the cheap-edition man, loaning him the plates for a royalty of ten cents for each book printed from them. Of this, five cents goes to the author in lieu of royalty. The cheap-edition man prints in large editions, using the cheapest possible paper and a greatly cheapened binding. Editions of twenty-five thousand cost him, say, fifteen cents a book to manufacture, or, including his ten cents to the publisher, twenty-five cents a book. He sells chiefly to department stores at thirty-five cents, making a profit of ten cents for himself. The department store sells to the public at forty-five or fifty cents. Regular bookshops often handle these books in large numbers also, and it frequently happens that you can buy at the same counter two different editions of the same famous old novel—both well printed from the same plates—one for fifty cents and the other for a dollar eight.

Curiously, the advent of the cheap edition two or more years after the original publication does not very greatly affect the continued sale of the original higher-priced edition. They sell along together for years.

To-day, therefore, the publisher's final figures for a "best seller" of one hundred thousand initial circulation would look something like this:

Cost of Manufacture.....	\$0.221
Royalty, at 20 per cent.....	.270
Cost of Doing Business, 28 per cent of income.....	.224
	<hr/>
	\$0.715
Deduct from average price received....	.800
	<hr/>
Leaves average net profit on each book..	\$0.085
Net Profit on 100,000 sold.....	\$8,500
Cheap Edition, 50,000 copies, at 5 cents a book, less 28 per cent. for cost of doing business.....	1,800
	<hr/>
Total net profit.....	\$10,300

Which is a good deal better than in the middle of the "crazy period" when, from their advertising, the public had a right to think that publishers were making fortunes.

It is interesting, by-the-way, to compare the publisher's earnings with those of the author, which in this instance, including the return from the cheap edition, would be twenty-nine thousand five hundred dollars. This is gross, of course; but, assuming that it took a year for the author to write the novel and that his living expenses for the period were five thousand dollars, you have as his net profit twenty-four thousand five hundred dollars. Not bad, is it?

For your modern novelist, be it noted right here—I mean your successful novelist—is really a magnate compared with his publisher. One popular novelist is said to get fifteen thousand dollars from a magazine for the serial rights of a new novel, and his book publisher afterward sells somewhere between one and two hundred thousand copies at full price and full royalty, and possibly a hundred thousand of the cheap edition at five cents royalty. You can calculate for yourself what one novel—say, every other year—probably brings him. As for the myriad novelists of lesser degree—but all that is quite "another story."

#### THE UNKNOWN MONEY-MAKERS.

You will also note, of course, that I have made in the above table no allowance for special advertising, the "Cost of Doing Business" item being now supposed to cover a normal and sufficient advertisement of the book. As a matter of fact, some publishers still cannot wholly resist the undue "lure of the ad," and run their costs higher than the ideal percentage I have used in the illustration. To offset this, the manufacturing item can be considerably reduced by leaving out illustrations and cheapening paper and binding.

"What a stunning business!" exclaims a young man looking over my shoulder at this point, "I'd no idea publishing was so profitable! Half a dozen novels is all you need, isn't it?"

Half a dozen best sellers—yes; but a sale of five thousand is a successful sale, as novels go, while one of ten thousand is an excellent success.

The vast majority of novels, however, which enter the market heavily freighted with authors' and publishers' hopes, are fortunate if they sell two or three thousand each and return their cash investment without interest. Three years ago I counted nineteen new



novels on the spring list of a conspicuous publisher, and at Christmas learned that only one of them had sold out its first slender edition. Think of the capital tied up in that losing bunch! That is the other side of this fiction business.

Those houses that make a success of fiction do so after long study and the most careful development of their opportunities. The Century Company's amazingly popular dollar series, beginning with "Mrs. Wiggs" and running down through "The Lady of the Decoration," "Uncle William" and others to "Molly Make-Believe," is the result of the most careful and thoughtful study of the first chance success. And publishers generally, by patient selection and development, gather together in the years small groups of highly popular novelists, round whose books they group the lesser sellers and the great mob of new writers they hope—quite as ardently as the writers themselves—will develop some day from experiments, more or less costly, into money-makers—and, mayhap, some of them good sellers.

And this is the fiction business—absorbingly interesting, exciting enough, very highly speculative and, at its best and as a whole, not very profitable. In view of which, those familiar "Book Trust" advertisements of the cut-price department stores, attacking publishers as "Fiction Barons," are funny, aren't they?

Where, then, you ask, is the money in publishing? Since those glittering best sellers that fill the public eye and furnish the public tongue with book patter are not the publishers' great prizes, what, in the name of Midas, are?

The mystery remains a mystery of sorts even after it is elucidated, for the publishers' prizes are books you have scarcely or never heard of. They include, for example, that book on shade trees which your next-door neighbor bought and no one else in your whole acquaintance, though you knew twenty who bought the same publisher's best-selling novel; and the book on the philosophy of religion to which your minister referred in last Sunday's sermon—a book fourteen years old at that; and the little book on right thinking that you remember seeing several years ago on Mrs. Jones's table; and the Betty and Katharine books—a whole series—which your little daughter wanted for her birthday; and the book on winter life in India, the review of which interested you several years ago and which you always meant to buy; and the biography of an American woman educator that your friend across the street was enthusiastic over—hundreds, yes, thousands, of books on every subject on earth apparently, and scarcely a score of whose titles you ever head. Novels? Yes, a few; but, apart from obvious "classics," most of them do not seem especially prominent.

#### THE VALUE OF STEADY SELLERS.

This is very puzzling, of course, and the explanation brings us to the very heart of the whole matter. Commercially speaking, books are roughly divided into two classes—

quick turnovers and backlog books. The first class are gift books, book specialties of all sorts and nearly all novels.

They are the light horse of this publishing army—the skirmishers, the flank-turners, the supply-getters. They are put out to sell fast and are usually practically forgotten after their first or second season. Many a year's gross sales are comfortably filled out by some chance hit or two in fiction. Many a slow holiday season is saved by the popularity of some gift book that has been stuck into the list to cover just such a contingency.

Sometimes there is no profit in the season's quick sellers, but at least they have turned over a good deal of money, taken care of a good share of the costs of the business and kept the whole line in lively action. The profits of the successes have repaid the losses of the numerous failures and something more. Some years several hit it off together and the profit swells pleasantly.

The so-called "list" books, however, are the heavy infantry, the heavy artillery—the main body of the publishing army. Here is headquarters. Here is where and how the publisher lives. Though some novels and occasional gift books pass into the backlog class by reason of staying qualities not possessed by the class in general, the vast majority are books of serious purpose—biography, history, philosophy, nature, literature, sport, education—the whole realm of human thought.

Books of this kind are highly prized for several reasons. First, you can depend upon their profitable sale, even though it is scattered over ten or twenty years. Second, there being less risk than with fiction, you are not obliged to give the bookseller unnatural discounts. Third, there being little chance of a rapid sale, you do not have other publishers competing with you in royalties. "Royalties exceeding ten per cent. are immoral," Henry Holt is reported to have said. Fourth, experience having shown that in some inexplicable way every book will in time reach its normal audience, there is no need of advertising campaigns. A few announcements in certain magazines and newspapers sought for the purpose by people who purchase and read books habitually and who can be trusted to spread their fame among their own kind and near-kind, together with a little judicious circularizing over selected lists, are all that is necessary or safe. Advertising pressure will bring the same results quicker, of course, but usually at the expense of profits. Fifth, the price need not be held down to an obligatory standard, as in fiction. The publisher must sell his six-hundred-page novel at the same price as he sells his three-hundred-and-fifty-page novel, and illustrations are added at his own cost; but the price of the serious book is regulated by its cost, so that a fair margin of profit may always be assured.

A four-to-five-hundred-octavo-page book by Sir Oliver Lodge, for instance, bulked by fairly heavy paper, will score its natural sale of three or four thousand copies at two dollars and fifty cents net, with a gross profit



over manufacture and royalty of, more or less, a dollar a book; while a novel of the same length will run a hundred pages more, will cost more for binding, will be illustrated, will pay a larger trade discount, will cost more to advertise and will carry a retail price of only one dollar and thirty-five cents. The one is sure; the other a speculation.

So it is on his list that the publisher depends, as the general on his main army; but he may not neglect with impunity his quick turnovers any more than the general may neglect his own light-moving flanks. In the one case as in the other such neglect means ruin.

Pressing the suggestive figure a step farther, how about the general—how about the man who plays this intricate and difficult game against bigger odds and amid more pitfalls than men in any other business probably within general recognition?

Well, if your publisher is the real thing—if he is born to it—he has the time of his life. His business is a business of littles—one little on top of another little—day by day, season by season, year by year; a business of infinite detail, continual disappointment, a good deal of personal sacrifice, patient waiting and slow, slow growth. As I say, if he is the real thing of a publisher he loves it; every failure even has its keen interest, its extenuating pleasure. He loves the business for its own sake; and it is to him, with all its vexations and annoyances and disappointments, to a large extent its own reward.

"Then," you say, "it really is the 'worst business in the world,' isn't it?"

Ah! but it isn't—to him. To him it is the only business in the world that is worth while. Better "do" in this than get rich in another.

This, then, is your real publisher, your born publisher; and no other should enter the business, for no other, once he finds it out, will stay in it—or, staying, will succeed.

It will take you only two or three minutes to name over all the general publishers in America. It will take you only two or three seconds to name the publisher who got rich out of general book-publishing alone; but it may take you two or three years—or forever—to discover him. For, as the countryman exclaimed on seeing his first giraffe, "Thar ain't no sech critter!"—ROBERT S. YARD, in the *Saturday Evening Post*.

#### THE LITERARY INVASION OF ASIA.

A PROPOS of the paragraphs on "The Anglo-Saxon Invasion of Africa," in the preceding issue of *The Bookman*, says that magazine in its current "Chronicle and Comment," the comment has been made that a somewhat unfair partiality was shown in giving preference to the African over the Asian continent. The suggestion implied in the comment was a good one, and accordingly we try to show the extent to which the English and American novelist has invaded the Near and the Far East. It must be admitted, however, that the subject does not lend itself to quite such complete and satisfactory treatment as was the case with Africa. It is much harder

to draw a definite boundary line. Is Constantinople, for instance, to be regarded as Asiatic or European? Are Java, Sumatra and Borneo to be included, and if so, how about the Caroline Islands, New Guinea and the rest of Oceanica? Then, too, the novelist-invader of Asia has been far less thorough than on the Dark Continent. The uncharted areas are vaster and more numerous. The few spots that for one reason or another are landmarks in history are overpopulated: Palestine, British India, Japan since her war with Russia, the Philippines, since our own with Spain, would be overcrowded if anything like a complete list of names were inscribed. And, on the other hand, the wide reaches of Central China, Tibet, Siberia, look as barren as the polar icefields.

As might have been foreseen, India offers the most ample reward. Few of the earlier masters of the English novel are represented, but of these few Scott was one. How many readers of "Ivanhoe" and "Kenilworth" know so much as the name of "The Surgeon's Daughter," which relates how Richard Middlemas, soldier of fortune and lover of Menie Gray, inveigles the girl to India, and there plans to sell her to an Indian prince, in exchange for the governorship of a city? Thackeray, too, must be named among the novelists of India, not alone because the childhood of Clive Newcome was passed there, but also on the strength of the "Life of Major Gahagan," that modern "Miles Gloriosus," whose bombastic reminiscences are a triumph in bragadocio. But, aside from a few soldier-authors, like Colonel Philip Meadows Taylor (who took himself very seriously, and whose "Tara, Ralph Darnell" and "Seeta" give the history of three great Indian tragedies: the rebellion of the Mahrattas, in 1657; the Black Hole atrocity, in 1757; and the Sepoy Mutiny, in 1857, an even century apart), India in popular fiction really began with Marion Crawford's "Mr. Isaacs."

The success of that book was due to the concurrence of a number of fortunate circumstances: Buddhism and theosophy were in the air; the local, home settings of other novelists had begun to pall; and here was a strange, vivid book, full of occult suggestion, and redolent of exotic color and eastern passion. It was Crawford, far more than any British forerunner that paved the way for the man whose India stands for the India of fact as well as fiction to the great majority of English readers throughout the Five Nations and the Seven Seas—Rudyard Kipling. Yet it would be unfair to let the author of "Mine Own People," of "Soldiers Three," of "Kim," quite overshadow the admirable work of Mrs. Flora Annie Steel, in such novels as "Voices of the Night," "On the Face of the Waters," and "The Hosts of the Lord." Henry Seton Merriman belongs on the list, because of "Flotsam," a story of the Mutiny. So does Sir Conan Doyle, on the strength of "The Sign of the Four." And we must not forget that it was Mr. Hopkinson Smith who wrote that enjoyable and fantastic tale, "The Rajah of Bong-



poor." It is not quite fair, perhaps, to class Wilkie Collins's "Moonstone" as a novel of India; yet the opening chapters are laid there, and the volume closes with the life-long banishment of the three Hindoo priests who have lost their caste for the sake of restoring the jewel which once again, after eight centuries, sheds its radiance from the head of the desecrated idol.

Space forbids a detailed survey of the whole Asian territory. Kipling's "Kim" takes us well up into Afghanistan, and so, too, does A. E. W. Mason's "The Broken Road." Persia is represented mainly by historical novels of the vanished glories of ancient dynasties—books like Crawford's "Zoroaster," William Stearn Davis's "Belshazzar," Whyte-Melville's "Sarchedon," and the somewhat later novel by Nathan Haskell Dole, based on the life of the author of the Rubaiyat, "Omar the Tentmaker." Arabia and the Holy Land are richer in material. Wallace's "Ben Hur" and William Ware's "Julian," Scott's "The Talisman" and "Count Robert of Paris," both tales of the Crusades, and laid respectively at Constantinople and Palestine; Crawford's delicate phantasy, "Khaled," MacGrath's recent extravaganza, "The Carpet from Bagdad," are just a few of the titles that come to mind, pell-mell, good and bad alike, as belonging geographically, if in no other sense, together.

Borneo, Sumatra, China, the Celebes, India itself, and all the adjacent waters receive mention sooner or later in the pages of Joseph Conrad. "Tales of Unrest," "Almayer's Folly," "Lord Jim," "Typhoon," are probably the best pictures that we have in English fiction of the seaports and the waterways of the East Indies. Conrad has this field pretty nearly to himself; yet it is worth while to remember that more than a generation earlier, Charles Reade took the Straits of Gaspar, south of the Celebes, as the scene of the memorable fight in "Hard Cash," in which Captain Dodd's good ship "Agra," being attacked by a Malay pirate, has the satisfaction of out-fighting, out-maneuvring and out-sailing the enemy.

France was ahead of us in Japan, with Pierre Loti's "Madame Chrysanthème"; but America was a close second with John Luther Long's "Madam Butterfly." In spite of his cosmopolitan origin and career, America may also claim Lafcadio Hearn, who has probably come nearer to a true interpretation of the Japanese spirit than any other of our writers of fiction. Among others who, with varying degrees of success, have made Japan their background are Archibald Clavering Gunter, in "A Japanese Princess," Onoto Watanna, in a long series of volumes such as "The Wooing of Wisteria," "The Love of Azalea," and similar horticultural titles, Mrs. Hugh Fraser, in "Marna's Mutiny," "The Custom of the Country," and the like, and Frances Little, in her unpretending and widely popular "Lady of the Decoration."

Finally, there is Siberia: that vast, lonely stretch, which might be studded over with Russian names of honor, and on which the Anglo-Saxon writer finds himself

isolated and alone. Merriman has done something in a small way, in volumes like "Prisoners and Captives." But for the moment, the one volume that stands out vividly in the memory is that English "Best Seller of Yesterday," "Called Back," by Hugh Conway. In spite of a strong flavor of melodrama, there was something decidedly worth while in the idea of a young Briton daring the risky journey across the breadth of frozen Siberia, in order to interview a Russian convict and learn from him certain facts which will help to bring back sanity and happiness to the Englishman's wife, whom a great shock has robbed of her memory. It was one of those rare happy thoughts in fiction that the big public recognizes and acclaims, even when handicapped by slipshod work—and because of it, "Called Back" deserved the popularity it enjoyed with the readers of a generation ago.

#### CUTTING DOWN THE "AA" BILL.

"AUTHOR'S alterations," or, in the term of the trade, "AA," represent the one great cause of dissatisfaction in all transactions between the printer and his customers, whether the latter be great publishers or little individuals with a few dollars' worth of business a year. One and all they pounce upon the "AA" bill and call upon heaven to witness that the printer is both a robber and a scoundrel of the deepest dye. And yet this bill is the result of changes or alterations which take time and labor, and for which the printer is in no way accountable.

It must be admitted says Charles Harold Stow in an article in *The Publishers' Circular*, that there are dishonest printers who will take advantage of the least opportunity to pad a bill unfairly. But the great majority run to the other extreme. Knowing by bitter experience, perhaps, that buyers of printing see the *price* first, last, and all the time, they shave their profits to the quick, hoping that a re-order will give them a chance to even up and make an average profit. For the first class, the "AA" account offers an almost unlimited chance to cheat. But a printer of the second class—the great majority—never charge quite enough for fear of driving away trade, and his "AA" bills are always the cause of much heart-ache—on his own part.

The average printer is as much interested in keeping down the "AA" bill as is the average publisher. It is the bugbear in every shop. It is the cause of endless disputes and disagreements, and if it were possible the writer has no doubt that the term "Author's alterations" would become obsolete in short order.

Granted, then, that the responsibility rests with the publisher, or the "ad" man, or the author, let us see if we can adduce any information that will assist in curtailing this needless expense.

The secret of good printed matter is good copy, and *good* copy is really very rare. Of the thousands of advertising men in New York possibly 10 per cent. are turning out really first class copy. The other 90 per cent.



are turning out the junk that fattens up the "AA" accounts and makes printers' bills a night-mare. Think of it! Ninety men in every hundred who pose as writers of advertising matter are incapable of producing copy that the average printer can understand and reduce to type in a presentable manner!

To be more specific, 90 per cent. of them do not grasp the connection which there must be between copy and type. Ten in a hundred may possess that power, may be able to sketch in the mind's eye the ad or the finished piece of matter as they wish it to look, and then work to that end. The other ninety work absolutely in the dark. They have no idea of the final appearance of an ad; they try this and that, write and rewrite, set and reset, and the ultimate result is in no way similar to the first conception.

Now, this is a strong statement, but it is borne out by fact. The writer has handled copy for many years and he is led to believe that printers—proofreaders, copy-readers, etc., being included in the term—are holding down more jobs (by proxy, to be sure) in the advertising world than are ad men. More than one bright light in the advertising world would be suddenly snuffed out were the printers to follow his copy and instructions "as is."

A well-known advertising man once said to the proofreader: "Man, you are taking liberties with my copy! I know exactly how I want that; I wrote it exactly as I wanted it, and you have no right to take such liberties."

The proofreader, a thoroughly competent man and a practical printer, was ruffled. "Copy!" he snorted. "You call that junk copy? If some one didn't take liberties with it, you'd never get a job out."

It cost him his job. Why? Because he had dared to offend a good customer, even though he had told the plain truth—plain truth, too, that was self-evident to every one who handled the man's copy.

This ad man is still sending the same junk to the same shop and the whole force, from the foreman down, sweat and fume over it for weeks at a time. It is a well-known fact that in this composing room one of Mr. X's little jobs—a circular letter—was wholly reset eight times before it was given the official o. k.

Grammatical errors, errors in punctuation, spelling, capitalization, etc., are really minor points, and as such may be safely left to the printer, though it is much better to have your copy right to a comma. Office style, which every print shop sticks to unless otherwise instructed, is always founded on something more stable than mere whim. Punctuation was invented in order to make reading more easy and to aid in the proper conveyance of the idea, and yet it is so much a matter of taste that authorities have never yet agreed. The wise ad man, if he has whims along this line, does his own punctuating *before* the copy goes out of his hands, *not on the proof of the work*. The wise ad man, too, if he is partial to capitalization, either so marks his copy or advises the

printer to "capitalize freely"—this, too, before the matter is put in type.

It must be remembered that matter which is composed on the linotype has one decided peculiarity. In correcting an error, *the entire line in which it occurs must be reset*. Some ad men know this fact and realize its importance; others do not grasp its connection with the "AA" bill. The writer has handled linotyped matter so literally rewritten that its correction took twice the time that was consumed in its original composition. Operators, as a rule, fill their lines as nearly as possible without crowding. This is advisable from a mechanical viewpoint and is not done in order to preclude the insertion of extra words. In fact, the extra words should be inserted in the copy *before* it is put in type, since one word added to a line at the beginning of a paragraph usually necessitates the "running over" or resetting of the entire paragraph. Machine composition is, undoubtedly, the most expensive item of a printing bill, when figured in *time consumed* and not in *work accomplished*. If, then, machine corrections occupy twice the time of the original composition, it will be readily understood how arbitrary marks on the proof will affect the "AA" bill.

By "arbitrary marks" the writer means such minor changes as insertion of commas, rearrangement of sentences, substitution of words, or insertion of extra words, changes in paragraphing, etc., etc., any or all of which in no way better the context. In many cases, it is plain, such marks are made merely to convey the impression to the printer that the ad man or author is "on the job" and wishes to display his authority.

But it is the relation between the copy and the printed result that more directly interests us. This relation would be more clearly understood could the ad man step into the printer's shoes, read over the copy and sketch in his brain a picture of the result. He would then understand how difficult it is to produce a typographically perfect ad or booklet unless the copy is prepared *for that specific purpose*. There are many things that enter into the composition which the average ad man does not understand, and which he wrongfully considers none of his business.

Times without number the writer has been confronted with the problem of constructing a piece of printed matter to conform to a given sample, or "style," when the copy was in no way at all similar. But this is a common occurrence. We see some bit of advertising literature that pleases us, and straightway borrow the idea. We write our copy, not to conform to the style of the pleasing production, but exactly as the idea forms in our own brain, without any regard for its applicability. The printer recognizes the incongruity, but under the circumstances can only do his best. He knows, however, the moment he sizes up the copy whether the ship is trailing along without a rudder, or whether one knows what one wants and is steering straight for some given point.

"Sizing up" or "casting up" copy to learn approximately the space it will fill when in



type is something that every ad man should know thoroughly. With this knowledge in hand much rewriting, cutting down and changing would be avoided. It is always easier to "open up" matter to make it fill a given space than it is to crowd it in, and besides this consideration the crowded matter presents a much less pleasing appearance.

"Size up" your copy in the face of type you have chosen and then write just enough to fill the space. If you have absolutely no idea of the amount of space your copy will fill, don't specify your type size; leave it to the printer. Don't say "ten point Scotch Roman" unless you know that "ten point Scotch Roman" will be the proper size. But if you do specify some face of type and some size of page and finally have to order it reset, don't kick on your "AA" bill.

Among other little things initial letters often cause considerable annoyance. This, usually, because the ad man doesn't take into account the "sizing up" of copy. Avoid specifying three-line initials in paragraphs which, when put in type, only occupy two lines. In fact, it is far better to leave the use of initials to the printer, merely specifying that he use them to the best advantage.

Always give the printer a "dummy" or "lay-out" of the ad or job. Some ad men are possessed of the idea that such a lay-out must be a highly artistic piece of work, sketched in India ink and finished as elaborately as a wash drawing. This is, of course, the rankest sort of nonsense. Your lay-out may be as simple as you care to make it, provided, of course, that it serves the one purpose for which it is intended. It must convey to the printer your idea of the appearance of the work, roughly, to be sure, but with some attention to minor detail. And above all else it must be prepared to conform to your copy, and your copy must be in harmony with the lay-out.

Producing a bit of printed matter is not dissimilar to the building of a house. There must be a definite idea first, then a plan conforming to the idea, and finally definite specifications and instructions. At least, a rudimentary knowledge of printing is invaluable to the lay-out man. Knowledge of display comes from this study.

#### RARE BIBLES IN THE HUTH SALE

THE sale of the remarkably fine and valuable Huth collection of old and rare books will be held at Sotheby's in London on November 15, and will last eight days. This will be only the first part of the library dispersal. It will comprise the letters A, B, and probably C and the Huth Shakespeareana, which is one of the most notable things in the collection. Of the collection as a whole last Sunday's *New York Times* gives some interesting notes.

Henry Huth, merchant and banker, the son of Frederick Huth of Hanover, who became a naturalized British subject, began forming this library about sixty years ago. It was his habit, continued up to the day of his death, to call daily at all the principal

booksellers in London, and he was also represented by an agent at most of the important book sales. After his death in 1878 his collection was added to by his son and heir, A. H. Huth. The latter died a few months ago, and it was then decided to sell the famous collection at public auction.

It is the only extant private collection in Great Britain that can compare favorably with the Robert Hoe library. Each of these celebrated libraries was appraised some time ago by book experts as worth \$2,000,000, but, as the first part alone of the four parts of the Hoe collection has realized close to \$1,000,000, the total figures for the whole of it in all probability will exceed by a considerable amount the \$2,000,000 appraisal. It remains to be seen whether the prices at the Huth sale will average as high as those at the Hoe sale; in other words, whether London will prove itself to be at the present day as good a book mart as its great younger rival, New York.

Henry Huth confined himself to no particular subject in forming his library, but bought anything of real interest, provided it was perfect and in good condition. Imperfect books he called "the lepers of a library."

The Bibles, without being numerous—there are more than fifty rare ones—include nearly every edition specially prized by collectors. The most valuable of them all is the famous Sykes-Perkins copy of the Gutenberg Bible on paper. This is described as perfect, clean, and partly uncut. Its value is greatly enhanced by manuscript memoranda of signatures and numbers of chapters in the margins, which some think are in the autograph of John Gutenberg himself, written for the direction of the workmen in his printing office at Mainz. This Bible was at one time owned by Sir Mark Masterman Sykes, a Yorkshire Baronet, famous as a bibliophile and possessed of one of the finest private libraries in England. He died in 1823. The work was subsequently obtained by Henry Perkins, another famous English book collector, for about \$975. Perkins died at Dover in 1855. His library, sold at auction in 1873, produced \$130,000, which was the largest amount ever realized for a library of the same extent, ten volumes alone going for 10,000 guineas. Two of these were the Gutenberg Bible, one printed on vellum, the other on paper. The former, which cost Perkins \$2,520, sold for \$17,000. This is the same copy for which Henry E. Huntington paid \$50,000 at the Hoe sale. The paper copy, which cost Perkins \$975, sold for \$13,450. This is the Huth copy.

Another rare Bible in the Huth collection is the *Biblia Sacra Latina*, two volumes, printed upon vellum at Mainz by Fust & Schoeffer in 1462. This is the first edition of the Latin Bible with a date. The Gutenberg Bible is undated. The copy owned by Perkins sold for \$3,900, and resold at the Crawford library dispersal brought \$5,125. There is also a Miles Coverdale English Bible dated 1535. It has some facsimile leaves, but it is said that no perfect copy is known. It is the Perkins copy. He paid



\$446.25 for it. At his sale it fetched \$2,000. It is the first edition of the English translation by Miles Coverdale, and was probably printed at Zurich by Christopher Froschover. The Appleton copy of this edition, some leaves mended and others supplied in facsimile, brought \$15,000 at auction in 1903.

The Huth copy of the first edition of the "Pentateuch, or Five Books of Moses," translated by William Tyndale, is one of three perfect copies known. One of these three is in the Grenville Library at the British Museum. The work was issued from the printing house of Hans Luft at Marburg in 1530. There are also rare editions of the Great or Cranmer Bible, Matthew's version, the Bishops' version, and the King James version, printed by Robert Barker in London in 1611. Other rarities are various illuminated manuscript Bibles in Latin and early examples in French, Dutch, and German.

Among the rarest of the Shakespeareana are first quarto editions of "The Tragedie of King Richard the Second," printed by Valentine Simmes in 1597, of which the only other copy known is in the Cappell collection, and "The Tragedie of King Richard the Third," 1597, by the same printer, of which the only other copy known is in the Bodleian Library. Both of these rarities are among the fifty books which, according to the terms of the Huth will, are to go to the British Museum. It is said that of Shakespeare's works only two—his narrative poems "Venus and Adonis" and "Lucrece"—were published with his sanction and co-operation. The Huth copy of "Venus and Adonis" was printed by Richard Field in 1594. Only two other copies are known. One of these, the Daniel copy, sold for \$1,200 in 1864. The first three Shakespeare Folios of 1623, 1632, and 1663 in the Huth collection have been long known as remarkably fine copies.

#### NEW YORK BOOKSHOPS AS A LONDONER SEES THEM.

I ALWAYS enter a bookshop in New York with much the same feeling as possesses a criminal when he returns to the scene of his crime. Not that I have been guilty of a best seller—that last infirmity of noble minds. No! But from the moment I set foot over the threshold and steer myself past the glass cases containing the predigested sets of Maupassant and De Kock in morocco-rococco bindings, I am enveloped in a self-generated atmosphere of suspicion. I recognize myself immediately as an impotential buyer. I may not spend a happy morning browsing in happy contemplation of the books I should like to receive as Christmas gifts, and gracefully retire in time for lunch, having silenced my conscience, as in London, with the purchase of a sevenpenny novel. Alas! I walk into the store knowing full well that only once in a blue moon can I buy anything, and it prevents me enjoying myself to the fullest extent. Besides I never seem to see anything which attracts me. The gilt-covered novel leaves me unmoved. I pass hastily by the *rechauffé* vol-

ume of newspaper criticisms. I dare not look at the ponderous double tier of senatorial recollections. I generally end my quest among the children's books or "Juveniles"—doleful name. I even go so far as to let it be supposed that I am a father contemplatively weighing up the respective educational merits of the "Rainbow Fairy Book" and the "Child's Own Guide to Business." It is my only device for securing sympathetic silence.

The shops are larger and lighter than in London, but the number of the more important is small. Indeed they can easily be counted on both hands. Of minor shops there are many, each of the nations being well represented, France, Germany and Italy off Sixth Avenue; Russia, Poland and Hungary on Second Avenue, Rutgers Square, and elsewhere. In the largest shops among which are numbered Brentano, Putnam, Dutton, Scribner, Macmillan, and that of Doubleday, Page & Company in the Pennsylvania Station, use is largely made of window and table display. One window may be full of well arranged piles of a single book, with originals of the illustrations, portraits, or other attractive advertising matter. This presumably is part of a "booming" scheme. Another may have an exhibition of first editions, or rich bindings. As a rule there is no attempt to crowd a window, and the general effect is subdued and pleasing.

Inside table display as opposed to shelf is prevalent. Of course there is always shelving, but it seems preferable to lay the books out for ready handling. To enter Brentano's, for instance, is to feel at first an overwhelming sense of despondency. So many books, books on shelves, books on tables, mountains of reading are there. It suggests at once some Herculean task. I can conceive of no more horrible penalty than a life sentence of continuous reading—the fare to be chosen by a committee of rival publishers. I have seen impressive women sail in, give a hurried pompous glance around and become weak as water. The salesman may then work his will upon their purses, and lead them into pastures of literature hitherto all unknown. Even strong men have been known to falter and to pass rapidly on to the magazine department.

There is a large sale of psychic literature among women, for the New York woman has so much leisure that she loves nothing better than occupying herself with fortune-telling, esoteric afternoon teas, and the latest Oriental religion. It is safe therefore to steer her steps towards the books dealing with those subjects. If she is young, she is tempted by the gaudy novel, fat and heavy, color illustrations by Christy or Fisher, the cover heavy with gilt, published at \$1.25, and marked down in a couple of months in the book sections of the department stores; for the woman in certain stages of society must keep up with the fashions in novels as in anything else. If she belongs to the large number of intelligent readers she asks for her Bennett, Galsworthy, and of late Herrick. This circle of reader is usually quite capable of formulating her own opinions on



any subject and of displaying an acuteness of criticism at the dinner table, alarming to a modest man. Mrs. Grundy is rarely present on those occasions to frown disapproval of an ingenuous frankness in tackling problems of the day.

The work of the British publisher is always welcomed if anyway good. Authors on this side bless the American public, for much of their royalties is derived from it. It is hard to say what will please, for some essentially English books have had an enormous sale. English humor is much appreciated, in spite of contrary opinions. On the other hand the British bookseller is afraid to handle American productions, and in most cases is backed by his customers. For instance, O. Henry, an American, whose short stories are classics of universal humor, is unknown here. True, they are American in thought and language, but I have found them admired by any English reader into whose hands I have put them. In this case it cannot be the fault of the bookseller, however, for so far as I know they have not been put upon the British market.

The native cheap edition such as we know it, has not arrived. Everyman's at 35 cents has prevailed powerfully, and other English libraries of the classics have had a wide sale. The 6d., 7d. or 1s. novel is unknown. I have seen a dollar book issued from reputable houses in a style which Nelson's 7d. edition would have outclassed immeasurably—rubbishy heavy paper, flimsy bindings, slovenly typography and atrocious illustrations. There is support for those vile things somewhere. Thousands of them are unloaded upon the West by glib book agents, and the farmer has sets of books fitted in their printing only for the pulper. Much of this is due to the intense educational fervor of the American, and publishers of encyclopædias, potted classics, business and trade guides, flourish and are great in the land.

The New York city clerk seldom or ever sets foot within a bookshop. His reading is confined to the evening paper with its sensational headlines, melodramatic illustrations, caricatures, cartoon series, editorial sermons, scrappy humor and a serial. And in passing, I would commend to all a series of brilliant articles on the American Newspaper, by Will Irwin, appearing in *Collier's Weekly*. Some of the evening papers do attempt to give good reading matter. Arnold Bennett's "Buried Alive" was eagerly read in the *Evening Sun* not long ago. On Sunday, a mountain of paper is his for five cents, and with that he deems he has paid a tribute to his intellectual development. He can, therefore, be regarded as an unimportant factor in the financial success of the New York bookseller.

There is one very important factor lacking however. One misses the friendly feeling of the London bookshop, the kindly understanding existing between buyer and seller. There is courtesy. Yes—but it ill makes up for that indefinable tie which causes a client to confine his custom to one shop. There are still shops in London which are meeting

places for writers, critics, publishers' readers, and newspaper men, but one would travel far in New York to find such an enviable state of things.

As for the second-hand bookshop, that needs more space than can be afforded in this rambling setting down of stray thoughts, but I have longed innumerable times for the comfortable, well-filled shops of Charing Cross Road and elsewhere, and my returning steps to London invariably bear me post haste in their direction.—*The Bookseller*.

#### RECORD OF AMERICAN BOOK PRODUCTION FOR JULY, 1911.

INTERNATIONAL CLASSIFICATION	New Publications		By Origin.			
	New Books.	New Editions.	English and Other Foreign Authors.		Total.	
			American Authors.	American Manuf. Imported.		
Philosophy .....	16	1	12	1	4	17
Religion and Theology	60	1	53	1	7	61
Sociology and Economics .....	46	1	41	.....	6	47
Law .....	59	7	66	.....	.....	66
Education .....	34	2	32	3	1	36
Philology .....	13	...	3	5	5	13
Science .....	65	4	64	.....	5	69
Applied Science, Technology, Engineering	56	11	57	2	8	67
Medicine, Hygiene...	30	7	35	1	1	37
Agriculture .....	22	2	22	.....	2	24
Domestic Economy....	10	1	10	.....	1	11
Business .....	19	2	20	.....	1	21
Fine Arts .....	4	1	3	.....	2	5
Music .....	.....	.....	.....	.....	.....	.....
Games, Sports, Amusements .....	7	1	8	.....	.....	8
General Literature, Essays .....	34	1	13	14	8	35
Poetry and Drama.	56	1	38	9	10	57
Fiction .....	44	1	31	5	9	45
Juvenile Publications..	70	....	30	11	29	70
History .....	29	1	24	2	4	30
Geography and Travel.	31	2	20	.....	13	33
Biography, Genealogy.	43	2	31	2	12	45
General Cyclopædias, General Works, Bibliographies, Miscellaneous .....	21	2	21	.....	2	23
Total .....	769	51	634	56	130	820



## PARAGRAPH MARKS IN FINE BOOK PRINTING.

UNTIL recently, paragraph marks had been made comparatively small use of. Now, however, they are abused in their application, making more show in eccentric display advertisements than in dignified book-work. It must be admitted that while some pages are improved by the use of the paragraph mark, others carry the stamp of superfluity. In early works the paragraph mark fulfilled a mission and appeared as part and parcel of the page. Where the text ran right on, regardless of fresh paragraphs, etc., the beginning of each was rendered distinctive by the use of the mark. In many cases the form of the mark was exceedingly crude, while its position was, in fact is, intolerable. Among some lesser known works of the fifteenth century, the text runs on solid, with incongruous forms blotched all over the page denoting the paragraphs. The form of the marks bears but small resemblance to the recognized standard, being much distorted and carrying a long tail sweeping over or under the ensuing type-faces, while so far as their placement is concerned, the chief idea was evidently to thrust them well into the first cap letter. Among the high grade mediæval printers, the principle of usefulness was well studied, ornamentation being afterwards applied in perfect adaptation. From such printers we stand to learn much that is ennobling to the art of pure typography.

It may be surmised that paragraph marks were a development of the colored stroke or blot which from the first printed book denoted the commencement of a new sentence or paragraph. Examples of this are to be seen in almost any collection of old works. Red was the color most used, although other colors may be noted, as in the first dated edition of the Bible, where chrome yellow marks through the initials denote the commencement of every sentence. Manuscripts of earlier date were in the form of continuous writing all in caps, with neither verse nor paragraph divisions. The advent of the slight break may be taken as an early sign of the paragraph mark. Following this came larger initial letters, which occasionally ran into the margin. Small letters were evolved later, and the beginnings of the paragraphs commenced with larger initials, which were called "versals." Ultimately the scribes developed the art of rubrication, applying it with wonderful skill to the versals. As a means of indicating the commencement of new paragraphs, the paragraph mark is closely allied to the versal.

At a very early stage of the printing art, the colored strokes previously mentioned were practically superseded by the more economical paragraph mark. Gunther Zainer at Augsburg in 1475 used a stemless mark printed in black ink, while at the same time Colard Mansion was using a similar mark, although in "La Controverisie de Noblesse," printed at Bruges in 1475, he used paragraph marks in both blue and red ink, filled in by hand, with a slender stem, and a tail

to the top curve. Caxton also resorted to hand drawn paragraph marks in red ink in his "Dictes and Sayings," 1477. It has been suggested that the application of colored strokes at the commencement of paragraphs was intended as ornamentation. Probably this was so, for it was occasionally combined with an actual paragraph mark, as in the case of "St. Augustine's Cité de Dieu" printed at Abbeville, France, in 1486, by Jean du Pré and Pierre Gerard, where the paragraph mark resembles Zainer's in shape. Beside the mark is placed the dash of red color.

Nowadays, indenting for paragraphs is the rule, and paragraph marks are not used so much as they may be. Naturally, appropriateness must at all times take first place in consideration, while shape and design of mark should so harmonize with type-face as to convey dignity and finish to the page. In fine editions it should always be used, either in black or color. The old printers found that the paragraph mark afforded a legitimate opportunity to introduce color to the page in such a manner as to relieve the black without creating disfigurement or detracting from the beauty of the type. A very pleasing suggestion is offered by a work, "*Statuta Edita in Parlamento*," etc., printed on vellum by Wynkyn de Worde in 1496 at London, in which the paragraph marks are illuminated. With pure white vellum, dense black ink, bright and clear paragraph marks, it is not difficult to imagine a production of the highest beauty. Anent vellum, it may be here observed that a grave fault attendant only too often upon its use is transparency. One of the most beautiful books of recent times ("Ideal Book," Doves Press, of which only four vellum copies were issued) loses much by the manner in which the under pages present a blurred aspect through the one immediately above, as the book lies open to read. In the choice of vellum for limited editions equal care should be bestowed upon the virtue of opacity as upon the purity of color.

Where it is decided to introduce paragraph marks in a scheme, the design should be viewed in consistence with the general tone of the work. Curved tails are apt to disfigure the text and are, perhaps, more suitable to calligraphy of an ancient style. Apart from this, the choice really remains between the mark bearing a stem and that resembling a reversed D. It may be advisable, where printing in black only, to prefer the stem type, in order to gain distinction in the object of its use. With the introduction of color, which without further aid lends impressiveness, the paragraph mark of the reversed "D" style is superior. There is, furthermore, additional beauty and simplicity in the form of the latter, there being no rigid stem to disturb the harmony of surrounding letters.

Of modern masters, who, however, savor very much of older ones, the methods of William Morris have received closer attention from progressive craftsmen than those of any other printer. At the Kelmscott Press he made use of paragraph marks in such books as "Golden Legend" and "Dream of John Ball." His main paragraphs commence



with woodcut initials, but the parts of dialogue and verse in these works are marked by a paragraph sign in black ink. In design, his marks are stemless; they are set level with the head of the first cap letter and no indenting is allowed. The size of the face is ever so slightly larger than the cap letter. By the very limited use which Morris made of paragraph marks of this character, it is fairly evident that he preferred his leaf ornaments, which will later be referred to.

The Doves Press, founded at Hammer-smith in 1900 by J. T. Cobden Sanderson, made use of paragraph marks in their very dignified productions. Occasionally in red, sometimes in black, they are devoid of stem and slightly larger in the face than the cap letters. In position they are slightly indented, with the head of the paragraph mark level with the head of the first cap letter.

The Doves Press has been responsible for the introduction of much dignity into the printing art. Perhaps it may not be out of place to quote its ideals, which were:

"To attack the problem of pure typography as presented by ordinary books, always keeping in view the principle that the whole duty of typography is to communicate to the imagination without loss by the way, the thought or image intended to be conveyed by the author. To attempt its solution rather by the arrangement of the book as a whole, with due regard to its parts and emphasis of its divisions, than by the splendor of ornament, intermittent page after page."

Instead of paragraph marks of the usual design, the introduction of small ornament has been deemed permissible by Morris. He used a small leaf in about three slightly different shapes, but all about the same size. In his "Glittering Plain" the pages appear too spotted by over-use of flower and leaf ornaments, almost every sentence being preceded by a leaf in black ink. In purpose these simple ornaments act precisely as the more orthodox paragraph marks. For the ordinary class of fine book printing they seem unthinkable, being perhaps too far removed in design to be thoroughly sound. It may be noted in passing that the leaf which preceded the part pertaining to the various characters of the dialogue differs slightly in design; whether intentionally as a help distinctive while reading, it is hard to say.

In many of his productions, William Morris used no paragraph marks at all, but in practically all his books, either leaf or floral ornament, or both, may be found.

A tiny flower head, with stem, usually appears in red ink, combined with the chapter headlines. Wherever ornaments occur, their great beauty consists in perfect harmony of design, size and strength of face, with the type forming the text. If this lesson alone could but be thoroughly brought home to every aspiring craftsman, beautiful printing would be more in evidence than it is.

Morris's style of decoration is well exemplified by a page from "The Well at the World's End," Kelmscott Press, 1896. The type is his Chaucer face, while there are also shown large and small woodcut initials, gut-

ter, head, and tail ornaments, and carrying-out leafs in three shapes.

The abrupt ending of a paragraph in classic printing sometimes seems to call for a treatment measured to overcome the bareness. Apart from the caligraphic work of the mediæval scribes, there seems a comparative scarcity of this class of ornament among early craftsmen. Morris has most certainly developed an artistic treatment, the chief value of which lies in the careful restraint which he exercised in its application. A single outlined leaf, designed to slope at a well chosen angle, often adds charm to the end of a paragraph. As occasion may demand, one or more leaflets may be introduced, but often tawdriness is the outcome of overuse. It is also to be observed that carrying-out ornaments may have a tendency to confuse the text, unless they are in some measure subservient in design, and not overpowering in color. Furthermore, the spacing requires to be so devised as to allow full freedom without cramp to the text. Above all, such ornamentation must be strictly confined to the books which will bear it.

From a previously quoted example by William Morris, "The Well at the World's End," a suggestion for the treatment of certain paragraph endings is offered. Coming beneath the last line of a paragraph is a row of flower-heads and stems in red ink. The effect can hardly be said to be particularly beautiful, and may really be unnecessary. Certainly such a style would be restricted in its application so far as paragraph endings are concerned. It smacks more of the tail-piece and would be more appropriate to chapter endings.—From an article on "Fine Book Printing (suggested by the work of early printers)," by Harry A. Maddox in a recent number of *Printing Art*. The original article has some interesting examples.

#### M'CLURE'S IN A MERGER.

FOLLOWING the lead of *Everybody's*, the *American Magazine*, and *Hampton's*, which have recently consolidated with other publications, *McClure's Magazine* will this week add to its field of operations. The magazine has been transferred by S. S. McClure to a new publishing company, to be known as the McClure's Publications, Inc. It will include, besides *McClure's*, the magazine known as *The Ladies' World* and the McClure book-publishing business.

Of the new company Charles D. Lanier of the *Review of Reviews* is chairman of the Board of Directors, but it is stated that he will act largely in an advisory capacity. For their interest in the *Ladies' World*, Arthur Moore and C. C. Hoge receive stock in the new corporation, while Frederick L. Collins joins the new concern as a recruit from the Butterick publishing house. Mr. Collins and Cameron McKenzie, Mr. McClure's son-in-law and Treasurer of the McClure Company, have been friends for many years, and it was through their joint efforts that the movement toward consolidation on a larger publishing basis was undertaken.



Mr. McClure explained his reasons for the amalgamation thus:

"It is simply because the day of the single monthly magazine has passed," he said, "and the day of the attainment of larger units in the publishing business has arrived. The expenses of conducting a magazine now are so heavy that the addition of another magazine to the work of the organization, once it is built up, materially benefits both, especially when the magazines are not in competition with each other. I have a splendid group of young men in our organization, and they have larger opportunities under the new plan. I retain my post as editor of *McClure's*, and there will be no changes in the staff of the magazine."

### BEST SELLING BOOKS

ACCORDING to the *Bookman's* lists, the six books (fiction) which have sold best in the order of demand during August are:

	POINTS
1. Queed. Harrison. (Houghton Mifflin.) \$1.35	243
2. The Prodigal Judge. Kester. (Bobbs-Merrill.) \$1.25	164
3. { The Winning of Barbara Worth. Wright. (Book Supply.) \$1.30	151
{ The Ne'er-Do-Well. Beach. (Harper.) \$1.25	
4. The Glory of Clementina. Locke. (Lane.) \$1.30	139
5. The Long Roll. Johnston. (Houghton Mifflin.) \$1.40	114
6. The Broad Highway. Farnol. (Little, Brown.) \$1.35	104

The best-selling non-fiction was:

1. Mental Efficiency. Bennett. (Doran)	.75
2. Woman and Labor. Schreiner. (Stokes)	\$1.25
3. The West in the East. Collier. (Scribner.)	\$1.50
4. How to Live on Twenty-four Hours a Day (Doran)	.50
5. The Doctor's Dilemma. Shaw. (Brentano)	\$1.50
6. The Cruise of the Snark. London. (Macmillan.)	\$2.00

The best-selling juveniles were:

1. Rolf in the Woods. Seton. (Double-day Page)	\$1.50
2. The Story Girl. Montgomery. (Page)	\$1.50
3. Boy Scouts of Birch Bark Island. Holland. (Lippincott)	\$1.25
4. The Motor Boys Series. Young. (Cupples & Leon)	.60
5. The Rover Boys Series. Winfield. (Grosset & Dunlap.)	.60
6. { The Sea Fairies. Baum. (Reilly & Britton)	\$1.25
{ Peter Rabbit Series. Potter. (Warne.)	.50

### NOT NECESSARY.

KNICKER: Is it a difficult task to illustrate a modern novel?

BOCKER: I should say so! You have to read the novel.—*Brooklyn Life*.

N.B.—The joke is that it would seem very often that you don't.

### BOSTON PUBLISHERS' CENSUS.

THE preliminary statistics concerning the printing and publishing industry in Boston, Mass., are contained in a statement made October 4 by Census Director Durand.

There were 564 establishments in 1909, as compared with 498 in 1904, an increase of 66, or 13 per cent.

The value of products in 1909 was \$28,021,000 and \$22,435,000 in 1904, an increase of \$5,586,000, or 25 per cent.

Further details can be drawn from the tabular summary which follows:

	Census 1909.	1904.	P. ct. inc'se, 1904- 1909.
Number of establishments....	564	498	13
Capital....	\$18,410,000	\$14,559,000	26
Salaried employees....	3,438	3,231	6
Salaries....	\$3,988,000	\$3,398,000	17
Wage earners (average number)....	8,257	6,813	21
Wages....	\$6,033,000	\$4,402,000	37
Misc. expenses....	\$7,381,000	\$5,896,000	25
Cost of materials....	\$6,962,000	\$5,286,000	32
Value of products....	\$28,021,000	\$22,435,000	25

### SETTING A LAWYER TO SELL BOOKS TO A LAWYER.

THE West Publishing Company, St. Paul, one of the largest makers of law books in the country, has just closed its annual summer school of salesmanship for its travelling representatives. The men have been called in to the home office in lots of six or eight and instructed and entertained for a week.

Says F. G. Stutz, advertising manager for the company, in an article in *Printer's Ink*: "The 'drummer' is a thing of the past, and his successor, the travelling salesman, would hardly be recognized as belonging to the same general species. In these days a house which would hand its prospective salesman a sample case and a price list and send him out to get orders would be simply inviting involuntary bankruptcy."

The West Publishing Company employs none but lawyers on its sales force. These men get a hearing where a man less well educated would be unable to explain the merits of the work he was trying to sell. This company boasts that its representatives can go into a lawyer's office and brief his case and teach him how to look up the law in a more thorough manner than the majority of practicing lawyers.

The concern sells law books to the consumer, the practicing lawyer, and as the average young lawyer has little training in how to find the law he wants, the firm lays large emphasis on its schools of instruction. All salesmen, when first employed, are given a thorough course in finding the law and in salesmanship before going on the road. In addition to this the annual summer course is held. The latter is regarded by the management as having a very influential part in the acquirement of dividends.

*Printers' Ink* says: "Keeping an eye on the customer's interest has made more fortunes than keeping an eye on his principal."



## BOOKS ON THE SOCIAL EVIL AND THE POST-OFFICE DEPARTMENT.

THE decision of some Chicago postoffice censors to exclude from the mails the admirable report of the Chicago Vice Commission seems the less excusable the more the facts are examined. The Commission itself was appointed by the Mayor. It was headed by Dean Walter T. Sumner, and comprised thirty of the best known clergymen, teachers, and social workers of Chicago, among them Rabbi Hirschberg, President Harris of Northwestern University, Mr. Olson, the Chief Justice of the Municipal Courts; Bishop Shaffer, Mrs. Ellen M. Herrotin, the United States District Attorney, Edwin W. Sims, and Prof. Graham Taylor. Five thousand dollars was appropriated by the City Council for the use of the Commission in 1910, and a similar amount for 1911. When the Commission reported in April last, the publication of its findings was authorized by the City Council. The post-office authorities have therefore excluded a book bearing the official approval of the city of Chicago, to say nothing of the stamp placed upon it by the character of the public-spirited Commission which compiled it. More than that, this report was sent through the mails from April 5 on, three editions having appeared by August 1, without hindrance from the postal authorities.

Their attention was attracted, it appears, only when Mr. John D. Rockefeller, jr., decided to send out several thousand copies at his own expense to a selected list of sociologists and social workers the country over. Thus it appears that the volume was not being offered for sale, nor being sent abroad promiscuously, to fall into the hands of young persons, for whom it was obviously not intended. But the postal authorities, interpreting some regulation narrowly, have denied to this scientific work the special circulation besought for it. The same post-office authorities made no objection to the printing by the daily newspapers of the disgusting details of the Thaw case and other sensational murder and divorce trials. They look not at the spirit or purpose of this particular book; they are apparently only impressed by the fact that it discusses with frankness, but decency, things that are not usually talked about in polite society. Sanger's standard "History of Prostitution" goes through the mails unchallenged. So does Upton Sinclair's "Jungle," and, more latterly, Mr. Reginald Kauffman's "House of Bondage," a dreadful story written with the excellent purpose of arousing people to the evil alliance of politics and prostitution and the horrors of the white-slave trade. Yet the latter, if it got into the wrong hands, would, it seems to us, be more damaging than the cold statement of facts of the Chicago Vice Commission.

In other words, in our opinion, when the postoffice acts as censor in a matter of this kind, it ought to ask the purpose of a given publication, the character of the people behind it, and the sincerity of the work. There

are some books afloat which are, we hear, having considerable influence on the young, the tone of which and their rather morbid character might well be questioned. But if these textbooks are to be tolerated, it ought to be easy for intelligent officials to weed out those publications that under the guise of morality have at bottom no other purpose than to make money by a crafty appeal to the baser instincts or purient curiosity of the general public.—*The Nation*.

## NEW YORK BOOKBINDERS' STRIKE.

THE New York City trade is at this writing in the throes of a bookbinders' strike, which was initiated, practically without any warning, on Tuesday noon last.

The strike appears to be the result of a fight between the International Bookbinders' Union and the three local unions, Nos. 1, 11 and 22, all of whom were suspended recently by the international body. The demand on the employing bookbinders is for a flat increase of three dollars per week. As three-quarters of the number of journeymen, including forwarders and finishers, are members of the local unions, practically every bindery in the city is affected, some to the total suspension of work, while others are able to operate with a greatly diminished force. The controversy between the unions themselves is now before the courts, and when the trial comes up some misty points of the present situation will probably be cleared. The employers contend that the demand for such a considerable increase in wages is unjustifiable. In some cases the strike violates contracts of several years' standing.

There are said to have been strained relations for some time between the local unions, which are very strong, and the international body. The men, of course, realized that in bringing matters to a head in what is virtually the busiest period of the year for the local binderies they were playing a strong card. Several of the publishers will have fall publications seriously delayed if the strike continues for any length of time.

## YOUR BOSS OWNS YOU.

You never thought that your boss owns you, did you? He does—particularly during business hours. You have sold yourself to him; he is entitled to all your energy, ideas and time. If you give these to him, he will appreciate it, and it will mean a fatter pocket book from which you can extract the coin that will help to give you the good things of this life. If you show that you appreciate your position, and give him what he pays for, and even more than he pays for—if he doesn't show his appreciation of your services, somebody else will, depend upon that. So, whatever you do for your present employer is going to help you; if it doesn't now, it will in the future, because no conscientious service given goes without recognition and recompense.—From the *Vir Publishing Company's Successful Selling*.



## TRADE ASSOCIATIONS.

AN ENJOYABLE evening was spent September 29 by the members of the Booksellers' Association of Philadelphia in pleasant intercourse, in partaking of a dinner, and in listening to addresses by Charles Heber Clark, author of "Out of the Hurly-Burly," and T. Truxton Hare, author of "The Graduate Coach."

These meetings of this new organization are doing much to break down the reserve that has ever prevailed among Philadelphia booksellers, and the coming together in a social way for intellectual uplift and friendly interchange of trade ideas tends only to mutual profit and enjoyment.

## OBITUARY NOTES.

WE regret to note the death of Mrs. H. M. Caldwell, which occurred at her home, Newtonville, Mass., last week Wednesday, after a long and unavailing struggle with tuberculosis. Mrs. Caldwell has been ill for nearly ten years, and has spent most of that time in various parts of the country, from Saranac, N. Y., to Monrovia, Cal., in the endeavor to regain her health. Besides her husband, who is so well known to the trade, she is survived by one son, Ewart C. Caldwell, and two daughters, Miss Dorothy and Miss Phyllis Caldwell. Mr. Caldwell's host of friends, many of whom know of his many years' anxiety and unavailing efforts to combat his wife's illness, will extend to him and his family their heartfelt sympathy.

JOSEPH BELL, the eminent Scottish surgeon, who was the original of the character of Sherlock Holmes, died October 4 at his home, Mauricewood, Milton Bridge, Midlothian. He was born in Edinburgh in 1837 and was an instructor of Conan Doyle at Edinburgh. His hobby was the study of mysterious crimes. Conan Doyle said of Dr. Bell: "He would sit in the patients' waiting room with a face like a red Indian and diagnose the people as they came in, even before they had time to open their mouths. He would tell them their symptoms and would even give them details of their past lives, and he would hardly ever make a mistake." He held the degrees of Doctor of Medicine, Fellow of the Royal College of Surgeons, Edinburgh. For twenty-three years he was editor of *The Edinburgh Medical Journal*.

FRANK SIMMONS, of Springfield, Ill., one of the best known of the older booksellers of the country, died September 23, at his residence in that city. Mr. Simmons had been in the book trade for about half a century. He was a native of Hamilton county, Ohio, born in 1849, and acquired his education in the country schools. When about thirteen years of age he commenced to earn his own living, and secured employment in a book store as bundle boy. He remained for seven years, being gradually promoted. At the death of his father he assumed the position of the practical head of the family and nobly met the responsibilities devolving upon him. He was ambitious to engage in busi-

ness for himself, and in 1873 invested a small capital in a stock of books, which he placed on sale in a room at the northwest corner of Monroe and Sixth streets. The enterprise prospered from the beginning, for as a salesman he had won the favorable regard of the public, from whom he received a fair share of patronage. He afterwards removed to the Central Hotel block, the site now occupied by the John Bressmer company, and in August, 1876, he purchased the stock of Patterson & Co., at assignment sale. In May, 1880, he removed his stock to the Hay building, to meet the demands of a trade which had long since reached extensive proportions. Mr. Simmons remained at this same place of business until January 1 of this year, when he sold out his stock. His son, Frank R. Simmons, then opened up the place which is being conducted by him.

## PERIODICAL NOTES.

THE commission headed by Justice Hughes, which is investigating the cost of second-class mail matter, held a session in Washington September 29. The magazine publishers were represented by counsel.

MRS. FRANCES C. CURRIER has obtained a divorce from George H. Currier, magazine publisher and head of the Currier Publishing Company. Mrs. Currier charged her husband with cruelty. She is to receive alimony of \$5,000 annually until her remarriage.

THE first issue of the new *Yale Review* was published on September 28. The purpose is to establish at Yale University a new general and authoritative American review of the highest standards, of broad scope. While issued from Yale the new *Yale Review* will not be a university periodical in the sense that many others are. Its field is as general as that of the English reviews, which it will be not unlike in appearance and editorial treatment.

THE REGENTS PUBLISHING AND MERCANTILE CORPORATION has taken over the *Woman's National Weekly* with the intention of resuming its publication as a daily paper. It has already been changed to a semi-weekly. This is the first step of the corporation towards building up for women what it hopes to make a great periodical publishing industry. The paper is one of the properties of the defunct E. G. Lewis Company, of University City, Mo.

It appears that there is an increasing demand for American magazines in Australia and New Zealand. Vice-Consul General H. D. Baker reports that they are more popular than similar English publications; that the topics they treat are of special interest to readers in that part of the world. "All articles," he says, "dealing with social and political questions, travel, history, adventure, exploration, science, etc., are usually of great interest to the local reading public, more especially as Australasia, on account of its relative isolation from other parts of the world, depends upon current literature,



especially magazines, for information as to developments in other countries, visits to which are not within the personal means of most local people." He adds that periodicals of special interest to women have an unusual sale in that region.

WE are accustomed to rapid newspaper work in this country but two recent illustration performances by London newspapers are worthy of note. At the Coronation Exhibition at Shepherd's Bush recently, a *Daily Sketch* photographer took a snapshot of the Duke and Duchess of Teck sitting in front of the Garden Club in the Exhibition. The photograph was developed, printed, and a half-tone block made from it with the working plant which the above journal have running in the Exhibition. Proofs were taken from the block and given to the Duke and Duchess within 25 minutes from the time the photograph was taken. A still more remarkable achievement is that performed by the *Daily Mirror* at the time of the recent visit of the King and Queen to Dublin. Realizing the impossibility of the photographs reaching London in time for blocks to be made for next morning's paper, the *Mirror* people installed a complete half-tone plant on board one of the steamers running between Dublin and Holyhead. The photographs were developed and the half-tone blocks made during the passage across, and readers of the *Mirror* were able to see excellent pictures of the previous day's events in the paper laid on their breakfast table next morning. Only those who can understand the technical difficulties of such a feat are able to realize the remarkable nature of the achievement.

#### NOTES ON AUTHORS.

SIR GEORGE DOUGLAS, editor of "The Book of Scottish Poetry," is lecturer in Scottish literature at Glasgow University. He is the author of many books and an extensive landowner, holding about 5600 acres in Scotland.

"JOHN CARTER," the prison poet, whose book "Hard Labor and Other Poems," the Baker & Taylor Company are publishing, is now in England, and will return to this country in the late fall to accept a position as prison inspector.

THEODORE FLOURNOY, the publication of whose book "Spiritism and Psychology" has just been announced by the Harpers, is professor of psychology at the University of Geneva and coeditor of the "Archives de Psychologie." Hereward Carrington has made the translation and furnished notes and introduction.

MISS I. A. R. WYLIE, author of "The Native Born" and "Dividing Waters" confesses that she has been knocking about the world since the early age of three, most of the time alone. Born in Australia, educated in Belgium and England, and travelled through a considerable part of the rest of the world, Miss Wylie began writing at eleven, and sold her first story while still in her teens.

JEAN WEBSTER, who appears again on the Century Company's list with a new book, is the daughter of Charles L. Webster, the publisher, and grandniece of Mark Twain, through her mother. She admits that her new book, "Just Patty," is founded to some extent upon her own school experiences. Miss Webster was prepared for college at the Lady Jane Grey School, Binghamton, N. Y., and was graduated from Vassar in 1901.

GRACE MARGARET GOULD, author of "The Magic of Dress," one of the October publications of Doubleday, Page & Co., is one of the best known and most successful fashion editors in the United States. She edits the fashion department of one of the big New York women's magazines, and has become the unfailing oracle of a large part of the feminine world. Miss Gould comes from a family that has made Albany their home since the coming of the Dutch patroons.

THERE never would have been a Conference of Governors if it had not been for an eminent hobby rider, Mr. William George Jordan. He never had any experience in governing even a township, but he had convictions on the subject. Mr. Jordan, being a bachelor, had written "The Baedeker of Matrimony." When taken to task by a woman acquaintance for writing on a theme so foreign to his experience he exclaimed: "Permit me to remind you that Dante wrote about it before he went there. Also, if your contention be true, nobody would be entitled to write about pearls but an oyster."

HERE'S one Little, Brown & Company are guilty of sending out: George Fitch, the author of the "Siwash" stories which will be issued in book form in the autumn, went all the way from his home in Peoria to Boston to attend the annual convention of the American Press Humorists. It was the sad-faced Peoria humorist's first encounter with the far-famed crooked streets of Boston. "I started out to take a short trolley trip one morning," says Mr. Fitch, "and after the car had turned forty-eight corners, the conductor came into the car. 'I beg pardon,' said he, 'but has anyone a pocket compass? The motorman has lost his way!'"

BARON D'ESTOURNELLES DE CONSTANT has finished writing a series of impressions of the United States. His object has been to make the French people better acquainted with the United States, especially with the South and West. Fifteen chapters have appeared in *Le Temps*. Some of them are on Kansas City, Lincoln, Denver, Colorado Springs, Salt Lake City, Seattle, Portland, St. Louis, St. Paul, New Orleans, Minneapolis, Madison, Milwaukee, Chicago, Urbana, Cincinnati, Pittsburg, Philadelphia, Baltimore, Boston, Buffalo, Lake Mohonk, Vassar College and New York. He has chapters also upon the states of California, Arizona and Texas. Baron d'Estournelles looks on the Americans, what sort of folk they are and what they are doing, through the eyes of a Frenchman, with plenty of amusing incident and keen criticism, but without an unkind word.



## LITERARY AND TRADE NOTES.

A TRANSATLANTIC wireless telegraph to the New York Times states that the well-known English publishing firms, George Routledge & Sons and Kegan Paul, Trench, Trubner & Co., the English agents of the PUBLISHERS' WEEKLY office, have been combined. The business will be carried on at the Routledge premises.

Books to be published soon by Doubleday, Page & Company are: Alexander Filipini's "International Cook Book" in a new popular edition; "An Hour with the Fairies," from the *Crimson Classics*, edited by Kate Douglas Wiggin and Nora Archibald Smith.

E. P. DUTTON & COMPANY announce that forty-seven new volumes will be added to *Everyman's Library* in the middle of October. They urge booksellers who have not already placed their orders to do so at once. Complete lists of the books published can be had on application.

F. TENNYSON NEELY, the publisher, who was arrested a week ago Saturday when post office inspectors and the police raided the brokerage offices of Jared Flagg at 105 West Fortieth street, New York City, was released October 3, on furnishing \$2,500 bail. The National Surety Company furnished the bond.

A SYDNEY, Australia newspaper notes that a petition to the Commonwealth Government, asking for some protection for Australian writers and artists, and, incidentally, a bit more for Australian printers, is now being extensively signed. The idea is to ask for a 33 1-3 per cent. duty on magazines and sixpenny novels.

WELLS HASTINGS' new novel, "The Man in the Brown Derby," is out to-day. The Bobbs-Merrill Company are the publishers of the book, which is concerned with what happened to Mason Ellsworth after he answered a personal in the *Herald* calling for a young man "capable of deciding important questions on the spur of the moment."

MRS. THOMAS WENTWORTH HIGGINSON is preparing a memoir of her late husband, and asks the loan of letters written by him to friends and acquaintances. These letters will be promptly and carefully returned intact. Any characteristic anecdotes or reminiscences of Colonel Higginson will be gratefully received. Address Mrs. T. W. Higginson, 29 Buckingham Street, Cambridge, Mass.

L. C. PAGE & COMPANY, Boston, announce the publication of an important new work, "The British Museum, Its History and Treasures," by Henry C. Shelley, the English author and critic, who is also well known in American literary and dramatic circles. His new work presents an interesting view of the origin of England's great treasure house, sketches of its early benefactors and principal officers, and a survey of the priceless objects preserved within its walls.

STURGIS & WALTON COMPANY have just published two novels: "The Ship of Solace,"

the story of a sailing ship voyage to Australia, by Eleanor Mordaunt, author of "Garden of Contentment," and "The Likable Chap," a story of preparatory school life, by Henry McHarg Davenport. A new and enlarged edition of Esther Singleton's "Children's City: New York for Young People," containing new chapters about the Public Library, etc., is going to press.

HARPER & BROTHERS announce five new books for immediate publication: "The Mansion," by Henry van Dyke; "Serving the Republic," by General Nelson A. Miles; "The Power of Tolerance," by George Harvey; "Tom Brown's School-Days," with an introduction by W. D. Howells and thirty-six full-page illustrations by Louis Rhead; "Tommy's Money," by John R. Coryell. The same house is also bringing out immediately in a new form "Beasley's Christmas Party," by Booth Tarkington.

THE STATEMAN'S YEAR BOOK for 1911 is a volume of above 1,400 pages. In the preface the editor, J. Scott Keltie, announces the death of I. P. A. Renwick, who was associated for more than twenty years in the editorship of this excellent hand-book. Partial results of the censuses taken during 1910 and 1911 in the United States, Great Britain, Germany, Austria, Spain, Switzerland, and Norway have been embodied. The articles on the different States of the Union show the outcome of last November's elections.

MOFFAT, YARD & COMPANY, have an attractive list of books ready for the Fall and holiday seasons, among them: "Genius and Other Essays," by Edmund Clarence Stedman; "When Margaret Was a Freshman," by Elizabeth Hollister Hunt; "The Littlest Rebel," by Edward Peple; "The Five Senses," by Angela M. Keyes; "Lincoln: Lover of Mankind," by Eliot Norton; "Noted Speeches of Abraham Lincoln," compiled by Lillian M. Briggs; "When Mother Lets Us Play," by Angela M. Keyes; and "The Cat's Tea Party," by Laure Claire Foucher.

WE have just received the 1911 holiday book catalogue of the American News Company, a sumptuous—and weighty—octavo of some two hundred and forty pages. The covers feature a couple dozen of the fall "best sellers" in full color, while the catalogue is itself lavishly interspersed with full color insets representative of nearly all the larger publishing houses. It represents a lot of work well done, and should prove an excellent promoter of book business this fall in that portion of the trade reached by the American News Company.

THE annual report on Irish prisons states that: "Having regard to the importance of the prison library as a factor in the reformation of prisoners, the special notice of prison chaplains and governors has been called to the fact that the morbid and immoral tone of a great proportion of modern English society novels renders them unsuitable for officers' or prisoners' libraries, which should be replenished by a selection of in-



structive books on travel, history, biography, science, etc., or standard English novels of a healthy tone."

JOHN J. HAMILTON's comprehensive volume, "The Dethronement of the City Boss" (Funk & Wagnalls Company), has now reached its third edition. Many people have been misled by its title to think that the book was a novel, and orders have been received by the publishers from readers who thought they were buying the latest work of fiction. The book is purely and simply a description and explanation of the commission plan of city government; and so, with this new edition, the title has been made to convey more clearly the character of its contents, the book now appearing as "Government by Commission."

LATE September publications of Small, Maynard & Company include "The Marriage Portion," a novel of American life by H. A. Mitchell Keays, "The Loser Pays," a story of the French Revolution by Mary Openshaw, "The Incurable Dukane," by George C. Shedd, "Harmony Hall," a story for girls, by Marion Hill, "The Young Timber-Cruisers, or Fighting the Spruce Pirates," a story for boys, by Hugh Pendexter, "The Sultan's Rival," a story for boys, the scene of which is laid in Morocco, by Bradley Gilman, and "The Log of the 'Easy Way,'" by John L. Mathews, the record of a five months' honeymoon journey drifting down the Mississippi.

FRANK WISE, the manager of the Canadian branch of the Macmillan Company has issued a pamphlet on The Copyright Act now before the Canadian House of Commons, in which he takes strong ground against the passing of the Act in its present form. He gives a *résumé* of the history of copyright in so far as it affects Great Britain, Canada and the United States. He is especially strong in denouncing the "manufacturing clause" which he thinks will injure the Canadian book trade very much and benefit only a few printers. He points out how in the publishing business Canadians cannot gain by adopting retaliatory measures against the United States.

AMONG the miscellaneous books which Baker & Taylor publish this fall are: "The Women of Tomorrow," by William Hard; "The Song Lore of Ireland," by Redfern Mason; "The Paracelsus of Robert Browning," by Christina P. Denison; "The French Blood in America," by Lucian J. Fosdick; "The Etiquette of Correspondence," by Helen T. Gavit; "The Life of David C. Broderick, a Senator of the Fifties," by Jeremiah Lynch; "A History of Architecture," Vol. III, by Arthur L. Frothingham, Jr.; "The Annexation of Texas," by Justin H. Smith; "Corpus Christi Pageants in England," by Lyle M. Spencer; "Verse and Worse," by Jack Hazzard, and "A Tour and a Romance," by Alice E. Robbins.

THE MACMILLAN COMPANY call attention to the following new books: "The Man in the Shadow," by Richard Washburn Child, author of "Jim Hands"; "The Believing

Years," by Edmund Lester Pearson, recalling the affairs of greatest moment to the boy in a small village; "Honey Sweet," by Edna Turpin, a charming story of a little girl and her rag dolly; "Mothers to Men," by Zona Gale, a new Friendship Village Chronicle; "South Sea Tales," by Jack London; "Mother," by Kathleen Norris, giving a glimpse of what it means to be mother to a lively horde, among whom there is more beauty and brains than wealth. This firm announces that it has in press a new novel, "The Healer," by Robert Herrick.

PAUL HUNTER, 67 Arcade, Nashville, Tenn., is untiring in hunting up literature relating to his State and from time to time publishes excellent lists of his findings. His latest list is the largest he has yet issued and is unusually rich in rare volumes. It contains 135 titles, covering genealogies, city directories, books written on both sides of the Civil War, history, facts about pioneers and Indians, and travelling preachers, several volumes on Daniel Boone and Andrew Jackson, and many other subjects that will be sought by libraries as time goes on. Most of the books are in good condition, but Mr. Hunter states exactly how they will be found in his concise and carefully written notes. The books are priced. The catalogue will be sent promptly to any address.

FROM J. B. Lippincott Company we have received "Eighteen Capitals of China," by William Edgar Geil, the record of a trip taken by the author to each of the capitals of the eighteen provinces of China, a journey involving a good deal of discomfort and hardship for the Occidental visitor, but one which well repaid the traveller and which is instructively and interestingly written of in this book with its many fine illustrations; "Myths and Legends of Flowers, Trees, Fruits, and Plants," by Charles M. Skinner, a volume in which are gathered many of the legends that have grown up around flowers and trees through the ages; and a new edition of "Taken from the Enemy," by Henry Newbolt, for which Gerald Leake has made eight illustrations in color.

DESPITE the fact that Morley's "Life of Gladstone," published in three volumes, sold for more than \$10, there never was written a biography which enjoyed such wide popularity as this one, or of which so many copies were distributed. It is undoubtedly true that many people who would like to own this great work have found the price prohibitive. It is to put it within the range of these people and to meet the demand for a more compact form, that the two volume edition has been prepared. This new edition in two volumes which was published last week by the Macmillan Co. contains all the material in the three volume work without change. A similar edition of this work was published in England last year and the sales at once mounted up into thousands.

CHARLES SCRIBNER'S SONS have sent us the following books: "The Wilderness of the Upper Yukon," by Charles Sheldon, a record of the author's field experiences while en-



gaged in studying the color variations of the wild sheep in sub-arctic mountains; "The Poems" of Henry Van Dyke, collected and revised for the first time with many hitherto unpublished; two little books in uniform bindings, "Robert Louis Stevenson," by Isobel Strong, and "The Courage of the Commonplace," by Mary Raymond Shipman Andrews; "Boat-building and Boating," by Dan C. Beard, a book intended for the boy or man who is a novice at boat-building, for which the author has made many illustrations; and a handsome edition of Stevenson's "Treasure Island," illustrated in color by N. C. Wyeth.

It is not generally known among the trade that William Harvey Miner, the bookseller of Cedar Rapids, Ia., and author of "The Iowa," just published, is himself an Indian. Such is a fact, however, as Mr. Miner is a direct descendant of the Quinapiac Indians of New England, who settled in and about New Haven, Conn., where this writer was born in 1877. The volume just published by the Torch Press is really the first separate record of the Iowa tribe of Indians, an extremely important branch of the great Siouan family. These Indians were known to the transcontinental travellers from the time of Lewis and Clark, but singularly enough their history seems to have been utterly neglected except for an occasional reference, or as included in Siouan lore. The volume is illustrated and carefully indexed.

ALFRED NOYES is apparently determined to have his try at every kind of verse-form. After lyrics and epics comes the poetic drama. His "Forest of Wild Thyme" is to be produced during the Christmas season by Sir Herbert Beerbohm Tree, who puts it in the same class with Maeterlinck's "Blue Bird." Besides the "Forest of Wild Thyme," Noyes has written "Sherwood," which Tree is also considering for production. Though less of a fantasy than the other, this play makes much use of fairy themes, and into the play enter the fays of Sherwood Forest, as well as Robin Hood and his merry band and the romantic figure of Maid Marian. "Sherwood" will be published in the United States, in an elaborate illustrated edition, this coming autumn. Negotiations are now under way for a stage production of both of these plays in the United States the coming season.

A REMARKABLE human document has just been published by D. Appleton & Co. It is the true story of a girl's long and desperate struggle in New York as told by herself. Her experiences are not colored or exaggerated, and neither is hers an exceptional case. The book is anonymous, and is called "The Autobiography of a Woman Alone." Of quite a different character is another autobiography also published by the Appletons. This is "As I Remember," by Marion Gouverneur, who tells of life on Long Island, in New York, Newport and Washington, where she and her husband occupied prominent positions in society, meeting all the well-known

people of the day. The book covers a period from about 1845 to the present. Albert Francis Zahm's "Aërial Navigation," a comprehensive and well illustrated history of the growth of air craft from the earliest dreams of wings and flying machines to the present, is also ready.

PROMINENT on the A. C. McClurg & Company's fall list are three books dealing with as many phases of American industry. Edward Hungerford, writing after a life spent in the business of transportation, describes in "The Modern Railroad" both the practical problems and the workings of the modern railroad system, and the romance that is bound up with it. He illustrates his book with a large number of unusually interesting railroad pictures, many from photographs taken especially for the purpose. James Cooke Mills, whose book, "Our Inland Seas," appeared last year, throws "Searchlights on Some American Industries," and every one who is interested, not necessarily in economics but in our national life as a whole, may consult his pages to find out just where the sinews of that national life lie and how they perform their functions. Edwin M. Bacon deals with "Ship Subsidies" in a concise and impartially written volume under that title. The author is an acknowledged authority on this vital subject.

HOUGHTON MIFFLIN COMPANY publish the following interesting list of books to-day: "In the Shadow of Islam," a brilliant and timely novel of present-day Turkey by Demetra Vaka, the author of "Haremlik;" a handsome new holiday edition of Longfellow's "Hiawatha," illustrated by Maxfield Parrish, N. C. Wyeth and Frederic Remington; "The Dutch Twins," a book for children by Lucy Fitch Perkins, with 100 illustrations by the author; "The One-Footed Fairy and Other Stories," by Alice Brown; "Pay-Day," in which C. Hanford Henderson appeals for a radical readjustment of the relations of men; "Letters of Sarah Orne Jewett," edited by Mrs. James T. Fields; a life of the witty New England judge, Ebenezer Rockwood Hoar, by Moorfield Storey and Edward W. Emerson; a new edition of the short biography of "Walter Pater," by Ferris Greenslet; a limited Riverside Press edition of "Ecclesiastes; or, the Preacher;" and limp leather editions of Longfellow's "The Hanging of the Crane," Lowell's "The Vision of Sir Launfal," and Whittier's "Snow-Bound."

LITTLE, BROWN & Co. will publish some of their most important books of the autumn on Saturday, Oct. 7, including "The Brownings: Their Life and Art," by Lilian Whiting, which contains some hitherto unpublished Browning letters; "The American Dramatist," by Montrose J. Moses, the first book to treat adequately of American dramatists and their work; E. Phillips Oppenheim's new novel of international intrigue, "Havoc," illustrated in color by Howard Chandler Christy; "The Individualization of Punishment," by Raymond Saleilles, in the Modern Criminal Science Series; a book of "Charades" by "An Idle Man," and another book



for girls by Etta Anthony Baker, called "Fairmount Girls in School and Camp." Little, Brown & Co.'s other October publications will include "Goethe and His Woman Friends," by Mary Caroline Crawford; "A History of the American Bar," by Charles Warren; "The Belgians at Home," by Clive Holland, illustrated in color; "Fair Ladies of Hampton Court," by Clare Jerrold; "Naval Strategy," by Admiral A. T. Mahan; "A Guide Book to Colorado," by Eugene Parsons, and "Nineteenth Century Ceramic Art," by J. F. Blacker.

HENRY HOLT & COMPANY will practically start their Fall list on October 7, when they will issue a notable book of travel—"Across China on Foot"—by Edward J. Dingle, which will chronicle an actual journey of over 3000 miles which the author made in 1909-10. The book will be very profusely illustrated. At the same time with it will appear Arthur A. Clappe's "The Wind-Band and Its Instruments," also fully illustrated and supposed to be the first comprehensive book on its subject, "Filson Young's Wagner Stories," a vivid retelling of the stories of Wagner's music dramas, from "The Flying Dutchman," through "Parsifal," by the author of the well-known novel, "The Sands of Pleasure," who aims his book at "the man in the street," and takes great care to avoid motifs and other high mysteries which have made Wagner a terror to so many people who otherwise might enjoy him, Joseph MacCabe's "The Empresses of Rome," with 24 illustrations, a work in which the human interest is almost equal to the historical, Alfred Bishop Mason's "Tom Strong, Washington Scout," a book for the young, ranging from the defeat at Brooklyn to the victory at Yorktown, and including vivid characterizations of many of the great figures of the Revolution.

GABRIEL NAUDÉ, the famous book collector, who worked so strenuously to create the Bibliothèque Mazarine, was evidently opposed to ornate library bindings. The following extract is taken from his "Instructions Concerning Erecting of a Library," translated by John Evelyn (London, 1661): "The fourth is, to retrench & cut off all the superfluous expences, which they prodigally and to no purpose bestow upon the binding and ornaments of their Books, and to employ it in purchasing such as they want, that so they may not be obnoxious to that censure of Seneca, who handsomely reproaches those, *Quibus voluminum suorum frontes maxime placent titulique*; & this the rather, that the binding is nothing but an accident & form of appearing, without which (at least so splendid and sumptuous) Books become altogether as useful, commode & rare; it becoming the ignorant only to esteem a Book for its cover; seeing it is not with Books, as it is with men, who are only known and respected for their robes and their clothes, so that it is a great deal better, and more necessary, for example, to have a good quantity of Books, well & ordinarily bound, than to have a little Chamber or Cabinet full of

washed, gilded, ruled, and enriched with all manner of nicity, lux and superfluity."

PUBLISHERS go a long way sometimes to find timely excuse for their puffs, but a recent one of Sampson Low, Marston & Co., the English publishers, is perhaps unique. Making the unexpected but welcome birth of an heir to Lord Crewe the peg on which to hang an advertisement of a last year's book is lovely. The note reads: "Lord Crewe's Ancestors.—The birth of an heir to Lord Crewe's estates has recalled his descent from Richard Monckton Milnes, created Lord Houghton, the friend of Keats and of other authors; but it is not so well known that amongst Lord Crewe's ancestors are the Offleys, an old family associated with London, Norwich, Stafford, and other places. A most interesting Offley monument is one of the striking features in the church of St. Mary Undershaft, in London. It is in memory of Sir Thomas Offley, Lord Mayor of London, in 1556. Izaak Walton dedicated 'The Complete Angler' to the Right Honorable John Offley, 'my most honored friend,' and we owe it to the fact that the Offleys became lords of the manor of Norton, in Derbyshire, that there is an account of the family in a book about Norton, where Chantrey, the sculptor, was born. This work is entitled 'Chantrey Land,' is written by Harold Armitage, and is published by, etc." "Who's Who" tells us that Lord Crewe has a library of 32,000 volumes, and is a book collector; the English Publishers' Circular adds that he certainly will have to add Mr. Armitage's interesting work to it!

THE September issue of *The Green Bag*, a magazine of the law, reports a paper on "The Law and Lawyers of Honoré de Balzac" which was read before the Pennsylvania Bar Association last June by the Honorable John Marshall Gest. Judge Gest had previously written about "The Law and Lawyers of Scott," "The Law and Lawyers of Dickens," and "The Law and Lawyers of Pickwick." Of Balzac's legal training and traditions he says: "His father was a lawyer, and obedient to the paternal wishes, he studied law, first for eighteen months with M. de Guillonet-Merville, an ardent Royalist, and for an equal period with a notary named Passez. Though duly qualified, he never practised, either as lawyer or notary. The dry details of the profession were revolting to him. You cannot harness Pegasus to a plough. He said to his sister, 'I should become like the horse of a treadmill which does his thirty or forty rounds an hour, eats, drinks and sleeps by rule, and they call that living!' But his time was not wasted, for it is doubtful if any writer, not even excepting Scott, found his legal knowledge more useful. His accurate perception and marvellous memory enabled him to reproduce in imperishable words the men whom he had met and the Code which he had studied. I have counted the number of characters in *Cerferr* and *Christophe's Compendium of the Human Comedy* who are connected with the law. There are twenty-



nine judges and magistrates, twenty-three barristers, fourteen attorneys, twenty-four notaries and twenty-eight office clerks, in all one hundred and eighteen. Not all prominent, to be sure, some have only a passing mention, but many of them carry on the main action of the story. There are altogether some fifteen hundred and forty men in the Human Comedy, so that approximately eight per cent. of his male characters have something to do with the law. His books are crammed with legal terms and references. The Code was at his finger ends; and as modesty can hardly be called the besetting sin of us common lawyers, it will do us no harm to read these novels as a study in comparative law as well as comparative morals. . . ."

#### BUSINESS NOTES.

CHICAGO, ILL.—S. B. Bratt, dealer in old and rare books, has moved from 6234 Wentworth Avenue to 234 West 53rd Street.

CONNEAUT, OHIO.—The H. H. Timby Company, booksellers and publishers, have sold this branch of their business to Mrs. Nielson, and will now operate only at Ashtabula, Ohio.

FORESTVILLE, CAL.—J. A. Jewel, bookseller and stationer, has sold out to C. Barnim.

GLENDALE, CAL.—T. J. Halsey, bookseller, has sold out to E. N. Langley.

GOSHEN, INDIANA.—Mr. Grant Himes, who has been a stockholder in The News Printing Company, for some time in charge of one department—The News Book Store—has bought all this interest in the company and will hereafter conduct the News Book Store independently. The store will continue in its present location and all lines of goods and agencies heretofore established.

LEXINGTON, KY.—The book and stationery business of Mr. John M. Greenway, who died August 6, has been taken over by Miss T. T. Tingle. Miss Tingle has been an employee of the store for some time.

LOS ANGELES, CAL.—Gibb & Harris, booksellers, have sold out to F. S. Kaneko.

MINNEAPOLIS, MINN.—The Twin City Book Store, W. F. Thwing, proprietor, has closed out its stock of books and gone out of business.

NEW YORK, N. Y.—The Shakespeare Press has opened offices at 114-116 East 28th Street, where it will revise manuscripts, publish books and exploit privately printed books for the owners.

NEW YORK CITY.—George W. Bricka of Stoddard & Bricka, publishers' advertising agents at 114 East 28th Street, New York, is now sole owner of that agency, which hereafter will be conducted under his own name.

SAN FRANCISCO, CAL.—Roland G. Greeninger, bookseller and stationer, has filed a petition in bankruptcy.

SAN FRANCISCO, CAL.—The Stanley-Taylor Company, bookbinders and stationers, are succeeded by Taylor, Nash & Taylor.

SIoux FALLS, So. DAK.—The South Dakota Tract Society which has conducted a book and stationery department here for a number of years has just moved the stock to Redfield, South Dakota.

SNOHOMISH, WASH.—C. F. Allen, bookseller and stationer, has been sold out by the sheriff.

STOCKTON, CAL.—C. O. Bennett, bookseller and stationer, has sold out to Jos. Samuel.

#### PICK-UPS

##### NO THANKS!

BOOKSTALL CLERK (after fifteen minutes): "Would you care to buy that book, Madam?"

LADY (absently): "Oh, no, thanks. I've almost finished it."—*Punch*.

##### COACHING AUTHORS.

"WHAT we want," said the publisher, "is the terse, hard-hitting modern style of expression." "I know," replied the writing person; "the stuff that sounds like profanity with a little benzoate of soda in it."—*Washington Star*.

##### TEACHING BY EXAMPLE.

WILLIAM DEAN HOWELLS is a stout opponent of those novelists who, under the pretext of reforming their readers, write books about vice.

"Such writers," said Mr. Howells at a luncheon at Kittery Point, Me., "remind me of a lad whose mother said to him:

"Why, Johnny, I do believe you're teaching that parrot to swear."

"No, I'm not, mother," the boy replied. "I'm just telling it what it mustn't say."—*Los Angeles Times*.

##### SOME (K)NEEDS.

AN editor of a northern North Dakota newspaper takes notice of this item: "It is reported that one of T—ville's fastidious ladies kneads bread with her gloves on." The editor makes the following comment: "This incident may seem somewhat peculiar, but there are others. The editor of this paper needs bread with his shoes on. He needs bread with his shirt on. He needs bread with his pants on; and unless some of the delinquent subscribers of this banner of freedom pay up before long he will need bread without a d—d thing on—and old North Dakota isn't any garden of Eden in the winter time, either."

##### FRENZIED FINANCE.

HERE is a new version of an old problem: Ordinarily \$5 is only \$5. But sometimes it is more than that. The New York Press relates the following occurrence:

A owed \$15 to B.

B owed \$20 to C.



C owed \$15 to D.  
D owed \$30 to E.  
E owed \$12.50 to F.  
F owed \$10 to A.

All of the persons that these initials represent were seated at the same table. A, having a \$5 note, handed it to B, remarking that it paid \$5 of the \$15 he owed B.

B passed the note to C, with the remark that it paid \$5 of the \$20 which he owed.

C passed it to D, and paid with it \$5 of the \$15 that he owed D.

D handed it to E, in part payment of the \$30 owed him.

E gave it to F to apply on account of the \$12.50 due him.

F passed it back to A, saying: "This pays half of the amount I owe you."

A again passed it to B, saying: "I now owe you only \$5."

B passed it again to C, with the remark: "This reduces my indebtedness to you to \$10."

C again paid it to D, reducing his indebtedness to \$5.

D paid it over to E, saying: "I now owe you \$20."

E handed it to F, saying: "This reduces my indebtedness to you to \$2.50."

Again F handed the note to A, saying: "I now owe you nothing."

A passed it immediately to B, thus canceling the balance of his indebtedness.

B handed it to C, reducing his indebtedness to \$5.

C canceled the balance of his debt to D by handing the note to him. D paid it again to E, saying: "I now owe you \$15."

Then E remarked to F: "If you will give me \$2.50 this will settle my indebtedness to you."

F took \$2.50 from his pocket, handed it to E and returned the \$5 note to his pocket, and thus the spell was broken, the single \$5 note having paid \$82.50, and canceled A's debt to B, C's debt to D, E's debt to F and F's debt to A, and at the same time having reduced B's debt to C from \$20 to \$5, and D's debt to E from \$30 to \$15.—*The Office Force.*

#### AUCTION SALES.

OCTOBER 9, 10, each day at 2:30 P.M.—A collection of dramatic photographs formed by the late James D. Slade of Philadelphia, one of the largest collections in America, containing portraits of nearly every performer on the American stage within later years. (No. 414, 906 lots.)—*Merwin-Clayton.*

OCTOBER 11, 13, 2:30 P.M.—Americana and books on miscellaneous subjects. (No. 415, 820 lots.)—*Merwin-Clayton.*

OCTOBER 13, 14, 2:30 P.M., each day.—Miscellaneous rare Americana and genealogies, being the libraries of Philip Richard Fendall of Washington, and Henry Pemberton, Sr. of Philadelphia. (No. 1039, 727 lots.)—*Freeman-Henkels.*

OCTOBER 18, 19, each day at 10 A.M. and 2 P.M.—Rare old books, immaculate copies of Audubon's birds, 4 volumes, first editions of

American authors, early American dramatic literature, Indians, Hawaiian Islands, etc. (1651 lots.)—*Libbie.*

OCTOBER 27, 28, 2:30 P.M. each day.—Library of late Converse Cleaves of Philadelphia, fine selection of up-to-date reference books, framed paintings and engravings. (No. 1040, 574 lots.)

#### BIBLIOGRAPHIC NOTES.

##### CATALOGUES OF NEW AND SECOND-HAND BOOKS.

*Joseph Baer & Co.*, Hochstrasse 6, Frankfurt am Main. Antiquarian Catalogue of works relating to Prussia and its old provinces. 1st pt., General History of the Kingdom of Prussia. (2842 titles.) 2d pt., Old Provinces. (1848 titles.)

*N. J. Bartlett & Co.*, 28 Cornhill, Boston, Mass. Americana: Indians, Civil War, American Church History, etc. (No. 49, 1410 titles.)

*Burgersdijk & Niermans*, Leyden, Holland. Americana: New Series, No. 5. (606 titles, 8°.)

*F. C. Carter*, 13 Campsbourne Road, Hornsey, Eng. Books, maps, pamphlets, prints on America, Canada and the Northwest. (No. 31, 396 lots.) South Africa. (No. 32, 396 lots.)

*A. S. Clark*, 218 Washington St., Peekskill, N. Y. Miscellaneous, 200 subjects. (No. 65, 594 titles.)

*Francis Edwards*, 83 High Street, Marylebone, London. Fine Arts, Costume, Ceramics, Ackermann's colored plate books. (Pt. 1, A-N, 936 lots.)

*H. Gregory*, 116 Union St., Providence, R. I. American Revolution, Civil War, History, Biography, etc. (No. 44, 393 titles.)

*Lyon & Healy*, Chicago. Rare old violins. Violin and piano music, (American publications). Books about the violin and violinists. Pictures of rare old violins. (102 p. narrow 4°.)

*Norman W. Henley Publishing Co.*, 132 Nassau St. Scientific and practical books. (20 p. 8°.)

*Karl W. Hiersemann*, 29 Konigstrasse, Leipzig. America 3. American ethnology and linguistics. (No. 396, 533 titles.)

*John Hise*, 410 Onondaga Bank Building, Syracuse, N. Y. Autograph letters, signatures. (No. 43, 202 entries.)

*G. Lemallier*, 25 Rue de Chateaudun. Monthly Catalogue. Miscellaneous. (No. 244, 646 titles.)

*Libero Merlino*, 9 via Crescenzo. Catalogue de livres anciens. All languages. (No. 13, 433 titles.)

*Bernhardt Liebisch*, Kurprinzstrasse No. 6. Antiquariats katalog. No. 196. Theological libraries a specialty. (343 titles. 8°.) (No. 199, Practical theology, 144 p. 8°.)

*Joseph McDonough Co.*, 98 State St., Albany, N. Y. Monthly catalogue of rare books. (Africana; Voltaire's works; Bulwer's novels. No. 277, 40 p. 8°.)

*McGraw-Hill Book Company*, 239 West 39th St., N. Y. City. Engineering books, indexed by subjects and authors, return privilege. (98 p. 4°.)



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W. Abbatt, 410 E. 32d St., N. Y.  
Reminiscences of Newport. Mason, 1884.



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**Adam, Meldrum & Anderson Co., Buffalo, N. Y.**  
Winds and the Clearing, Rogers. Putnam.  
Uncalled, Dunbar. Dodd, Mead.  
The Forsaken Inn, Anna Katherine Green.

**Alison's Old Booke Shoppe, 805 Poydras St., New Orleans, La. [Cash.]**

Weininger, Sex and Character.  
Gaynor's Trial of Jesus Legally Considered.  
Sismondi, Italian Republics, complete Eng. ed.

**Allen's Book and Printing Co., 454 Fulton St., Troy, N. Y.**

Banking Publicity, F. R. Morison.  
Lectures on Advertising, J. L. Mahin.  
Wanda, Ouida.  
Dombey & Son, Household ed.

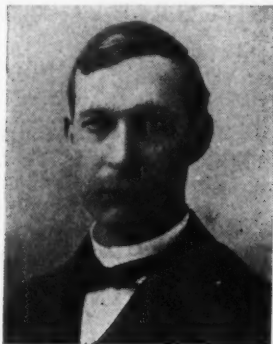
**Allyn & Bacon, 172 Tremont St., Boston.**  
*The Printing Art*, January, 1911.

**Am. Bapt. Pub. Soc., 107 South Wabash Ave., Chicago, Ill.**

Zeller's Pre Socratic Philosophy. Longmans, Green.

**American Press Co., Baltimore, Md.**

Hamlet books, magazine and newspaper articles; also pictures.  
American stage—biographies, histories, books about actors and the theatre.



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**American Tract Society, 150 Nassau St., N. Y.**  
Class and the Desk—Epistles, by Rev. J. Comper Gray and C. S. Carey.  
Class and the Desk—Gospels and Acts.

**Jos. Baer & Co., 6 Hochstr., Frankfurt a-M., Germany**

*American Magazine*, the part containing a memoir by Lafave on excavations in Arizona in year 1909, 1910 or 1911.  
Morgan, Houses and House Life of American Aborigines, 1881.  
Brinton, American Races.

**F. S. Bailey, University Block, Syracuse, N. Y.**  
Engel, the Fearless, Mitchell.

**Wm. M. Bains, 1213 Market St., Phila., Pa.**  
Holmes, Travelogues.  
Charles O'Malley, Phiz illus. ed., 1843 or 1871.  
Lords, Freaks of Fashion.  
Lords, Corset and Crinoline.  
Prentice Mulford's Forces.

**Edw. Baker, 14 John Bright St., Birmingham, Eng.**  
Burton's Arabian Nights, 17 vols., several sets for cash.  
Voss, Railway Car Construction.

**A. S. Barnes Co., 381 4th Ave., N. Y.**  
Southern Student's Hand Book of Selections for Reading and Oratory, James.  
Southern Oratory, or Selections from Southern Oratory.

**C. H. Barr, Lancaster, Pa.**  
Harrison, Mythology and the Ancient Monuments.  
Hadley, Life of Kossuth.  
Kossuth Guest of New York.

**C. E. Barthell, Ann Arbor, Mich. [Cash.]**

Ames Cases, Bills and Notes, 2 vols.  
Sharp's Law Quiz Book.  
Spalteholz, Atlas of Anatomy, 3 vols.  
Williston's Cases Contracts, 2 vols.  
Beale's Cases Criminal Law, 2d ed.

**N. J. Bartlett & Co. 25 Cornhill Boston**  
Hoadley's Warm Blast Steam Boilers.

**Arthur F. Bird, 22 Bedford St., Strand, Lond., Eng.**  
Lord's Christian Science Healing.  
*Outing*, vols. 1-32.

**Board of Publication R. C. A., 25 E. 22d St., N. Y. [Cash.]**

My Life as an Indian, Schultz. D. P. & Co.

**The Boston Book Co., 83 Francis St., Fenway, Boston, Mass.**

*Californian*, Ag., Oct., Dec., '82.  
*Canadian Mag.*, Jan., '03; 50 c.; also lot 1900 to date.  
*Catholic World*, Feb., '80.  
*Education*, Je., '90; Sept., '99; Mar., '07.  
*Missionary Rev. of World*, May, '88, 50 c.  
N. Y. State Hist. Assoc. Proc., vol. 5.

**Boston Theosophical Book Concern, 687 Boylston St., Boston, Mass.**  
Psychology, by Coriot.

**C. L. Bowman & Co., 225 Fifth Ave., N. Y.**  
Vol. 2 Real Life in London, by Pierce Egan.  
Methuen's Illustrated Pocket Library, red cloth, paper label.  
Vol. 1 of English Dance of Death, red cloth, paper label.  
Apples of New York, by Beach.

**L. S. Boyd, 312 C St., N. W., Washington, D. C.**  
Key to Wentworth's New School Algebra.

**Brentano's, 5th Ave. and 27th St., N. Y.**

No Relations. Mallot.  
Duplais on the Manufacture and Distillation of Alcoholic Liquors.  
Lives of Greek Statesmen, G. W. Cox.  
Goldoni's Comedies, English translation.  
City of Saints, R. F. Burton.  
Waloner's How to Read Character from Handwriting.  
Fear, Masso.  
Dead Souls, Gogol.  
Taras Bulba, Gogol.  
The Father, Strindberg.  
Poor Folks, Dostoevsky.  
The Moslem World, by S. M. Zwemer.  
Private Life of Queen.  
Long's Life of Lee.  
Youth, by Conrad.  
The Heart of Darkness.  
Prairie Flower, by A. Pierson.  
The Nature and Properties of Sugar Cane, by Geo. Richardson Porter.  
Johnson's India.  
The Ottoman and the Spanish Empires during the 16th and 17th Centuries, by Ranke.  
History of the Universities of Europe during the Middle Ages, 2 vols., by Rashdall.  
Pulpit Eloquence, by Fish.  
Memories of Monsieur de Artagnate.  
Her Majesty the King, by Roche.  
Pugin's Gothic Ornaments.  
Analysis of Phenomenon of Human Mind, 2 vols., by James Mill.  
Sense and the Intellect, by A. Bain.  
Memoir of Gen. D. Blackshear, by S. P. Miller.  
Mere Literature and Other Essays, by Woodrow Wilson.

**Brentano's, 1228 F St., N. W., Washington, D. C.**  
Alette, Feuillet.  
Fly-Fishing and Fly-Making, Harrington.  
Perez Galdos, Gloria.  
*Electrical World*, July 29, 1899.

**Bridgman & Lyman, 108 Main St., Northampton, Mass.**

Irving, C., Catechism of Botany. N. Y., 1822.  
Shecut, J. L. E. W., Flora Carolinensis, 1806.  
Charleston.  
Richard, Dictionnaire Elementaire de Botanique par Buillard, revised and rewritten by Richard.  
Weston's Universal Botany, vols. 3 and 4, or 4 vols.  
Jonathan Edwards: a Retrospect, by Gardiner.  
4 Methods of Darwin, Cramer.  
Sarah Tuldon's Lovers, Orme Agnus.



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- 2 Barlow, Tables of Squares, Cubes, Reciprocals, Square Roots, Cube Roots and Reciprocals of Numbers up to 10,000. London, E. & T. N. Spon.  
2 Stewart and Gee, Elementary Practical Physics, vols. 1 and 2. London.

## Albert Britnell, Toronto, Canada. [Cash.]

Bates (Henry Walter), Central America, West Indies and South America.

## The Burnham Antique Book Store, Boston, Mass. [Cash.]

Wishart's Monks and Monasteries.  
Deane Genealogy, of Taunton.  
Williams Genealogy (Richard), of Taunton.  
Mackay's Free Masonry, 7 vols.  
Stubbs' Travels and Adventures in the Southwest.  
Opie on Malarial Micro-organisms.

## The Cadmus Book Shop, 153 W. 34th St., N. Y.

Siberard, The Enchanter.  
Hodge, Theology, vol. 1.  
Hawk, Chief.

## Campion &amp; Co., 1316 Walnut St., Phila., Pa.

England and Its Rulers, by Brewster and Humphreys.  
Zola's Soil, trans. by Vizetelly.  
Zola's Rush for Spoils, trans. by Vizetelly.  
Zola's Madeline Gerat, trans. by Vizetelly.

## Carnegie Library, Pittsburgh, Pa.

Martin, J. H., Historical Sketch of Bethlehem in Pennsylvania, with some account of the Moravian Church, 1873.

## C. N. Caspar Co., 431 E. Water St., Milwaukee, Wis.

White, Pittsburg the Powerful.

## Central Book Store, 108 W. 12th St., Kansas City, Mo. [Cash.]

Parker, Pierre and His People.  
Dromgoole, The Valley Path.  
Morrill, Self-Consciousness of Noted Persons.  
Pond, Eccentricities of Men of Genius.  
Stoker, Dracula.

## The City Library, Springfield, Mass.

How to Write Letters That Win. Chicago, System Co., 1909.

Sewell, E. M., Outline History of Italy from the Fall of the Western Empire. Longmans, 1895.

## The A. H. Clark Co., Caxton Bldg., Cleveland, O.

Saturday Evening Post, March 12 and May 14, 1910.  
Wyeth's Oregon, 1833.  
Wilkes, History of Oregon.  
Kelley, Geographical Description of Oregon.  
Gregg, Commerce of the Prairies.  
Swan, Indians of Cape Flattery.  
Thornton, Oregon and California.  
Gilsan, Journal of Army Life.  
Twiss, Oregon Territory.  
Kip, Army Life on the Pacific.  
Langsdorf's Voyage.  
Lee and Frost, Oregon.  
Palmer, Travels Over Rocky Mountains.  
Roquefeuil (Camille), Voyage, 1823.  
Ross, The Red River Settlement.  
Schoolcraft (H. R.), Oncota.  
Van Tramp, Prairie and Rocky Mountain Adventures.  
Goodhue, History of Shoreham, Vermont.  
Sargent (C. S.), Silva of North America, 14 vols.

## W. B. Clarke Co., 26 Tremont St., Boston, Mass.

Man Before Metals.  
Warner's American Charities, old ed.

## Cole Book Co., 85 Whitehall St., Atlanta, Ga.

Rings and Love Knots, Peck.  
Bible "B's," by Abbie Morrow.

## Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

Vol. 3 Parton's Life A. Jackson.

## Colonial Society, Box 343, Richmond, Va. [Cash.]

Bolling Memoir.  
Brown, Genesis of U. S.  
Howe, Hist. of Va.  
P. E. Church Journals (Va.).  
Va. Hist. Soc., early imprints.

## Columbia University Book Store, 117th St. and Broadway, N. Y.

Henry George, Writings, 10 vol. ed., Doubleday, '02.

## Cox Book Co., 17 W. 125th St., N. Y.

Winston's Comprehensive Mathematics.  
Winston's Tin Plate and Sheet Iron Mathematics.

## Davis Book Store, 41 W. 42d St., N. Y.

Burke's Peerage, any ed.

## Dawson's Bookshop, 518 S. Hill St., Los Angeles, Cal.

Under My Window, by Kate Greenaway.

## Charles T. Dearing, Louisville, Ky.

Meditations, or any religious books by Thos. Adains.  
Any religious works by Manton.

## Dewitt &amp; Snelling, 9 Telegraph Ave., Oakland, Cal.

Inman, Old Santa Fe Trail.  
Steele, Miss Stuart's Legacy.  
Steele, Flower of Forgiveness.  
Mason, Indian Basketry. N. Y., 1904.  
Bleek, Introduction to Old Testament.  
Bryan, Under Other Flags.  
Complete Angler, introd. by H. Murdock. H., M. & Co., 1872.

Foulkes, Life of Oliver P. Morton, 2 vols.

Ebers, The Thorny Path.

Fuller, Chatelaine of La Trinita.

Medical History of Civil War.

Hebrew Testament, Polymicrian ed. Pub. Bagster.

Atherton, Doomswoman.

## DeWolfe &amp; Fiske Co., 30 Franklin St., Boston, Mass.

Pride and Prejudice, Hugh Thompson's illustrations.  
Lilliput Levee.

Genealogy of the Hoyt Family.

The Archko Volume.

Immortality of the Soul, by Timothy Flint.

## F. J. Dimler, 241 Washington St., Brooklyn, N. Y.

Annals of Surgery, vols. 1-20, any.

Journal of Am. Chemical Society, any.

Journal of Cutaneous and Venereal Disease, vol. 1, no. 1.

## Dixie Book Shop, 41 Liberty St., N. Y. [Cash.]

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Business Organization and Administration, Credit and Private Finance, by S. Kirschbaum.  
Investments, by M. W. Lipper.  
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Corporate Organization and Administration, by H. E. Barnes.

Babson's Corporation and Municipal Circular.

## Dodd &amp; Livingston, Fourth Ave. and 30th St., N. Y.

Art of Entertaining, by M. E. W. Sherwood.

Young People's Story of Natural History, by Chas. F. Holder.

## John B. Dorman, 209 W. 4th St., Des Moines, Ia.

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Americana Ency., 20 vols., sets preferred.  
Holmes' Travelogs.  
Lord's Beacon Lights.  
Nelson's Loose Leaf Ency.

## Jas. F. Drake, Inc., 4 W. 40th St., N. Y.

Van Rensselaer (Mrs. S.), Six Portraits. Cambridge, 1889.  
Henry (O), Any first editions.  
Crane (S.) and others, Lanthorn Book.  
Syngé (J. M.), Any first English editions.

## E. P. Dutton &amp; Co., 31 W. 23d St., N. Y.

Memorials of the House of Howard, by H. Howard of Corby.

Harte, Queen of Pirate Isle, illus. by K. Greenaway.

H. M. Co., 1887.

Catherwood, Days of Jeanne D'Arc. Century Co.

## Eaton &amp; Mains, 21 Adams Ave., E., Detroit, Mich.

Hasting's Dictionary of the Bible, 5 vols., cloth.

## A. E. Eddy, 100 Gallup St., Providence, R. I.

The Jibbinosey, or Nick of the Woods.  
The Floating Light of the Goodwin Sands.  
Captain Heron, the Highwayman.

## W. C. Edwards, Sibley Block, Rochester, N. Y.

De Forest, Mrs. Ravenal's Confession.  
Bibbins, Mammy 'Mongst the Wild Nations of Europe.  
Baldwin, Orchids of New England.



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Wolfram, von Eschenbach, Parzival, David Nutt.  
Lindau, Poor Girl (Arme Mädchen).  
Freitag, Debit and Credit.  
Michelet, Life of Christ.

**Paul Elder & Co., 239 Grant Ave., San Francisco, Cal.**

Fire Hose Made at Roxbury, Am. Society of Civil Engineers Report of June, 1886.  
Irwin's Data on Hydraulics. Henry Macklin.  
Good Night, Eleanor Gates. Crowell.  
Corporation Laws of California, Brobeck & Sims. Bancroft.  
Poems by Bret Harte.

**Emery, Bird, Thayer Dry Goods Co., 398 Broadway, N. Y.**

Kabbalah, complete ed.

**Geo. Engelke, 855 N. Clark St., Chicago, Ill. [Cash.]**

Bailey, Agriculture, latest ed.  
Jowett, Plato, 5 vols., 3d ed.  
Aucassin and Nicolette.  
Women and Her Wits, Monkshood.  
Courage, Chas. Wagner.

**H. W. Fisher & Co., 214 S. 15th St., Phila., Pa. [Cash.]**

Short History of Switzerland, Dandlicker. Macmillan.

**Buchhandlung Gustav Fock, G. m. b. H., Leipzig, Germany.**

Transactions of the Amer. Gynecol. Soc., vols. 1 to 16, 31 a. the follow.  
*American Gynaecol. and Obstetri. Journal*, vols. 1 to 5, 20 a. the follow.  
Transactions of the Amer. Ophthalm. Society, 1865 to 1910.

**Franklin Bookshop (S. N. Rhoads), 920 Walnut St., Phila., Pa.**

Butler's Birds of Indiana.  
Loomis, Water Birds of California.  
Montgomery, Berks Co., Pa., in the Revolution.  
Egle's Genealogical Works.  
Rogers, Geol. Survey of Va., 4to, circa 1830.  
Bonaparte, Amer. Ornithology, 4 vols., folio. Phila, 1825, etc., or vol. 4 only.  
Baird, Brewer and Ridgway, Land Birds, 3 vols., 1874; also, Water Birds, 2 vols., 1884.  
A. Easton's Treatise on Street Railroads, 1859.  
Audubon's Birds of America, first subscription 8vo ed. Phila. and New York, 1840-44. Five (\$5) dollars per part offered for parts 10 and 80 as issued in original paper covers, untrimmed.

**Robert Fridenberg, 6 E. 42d St., N. Y. [Cash.]**

Old New York, illus., 8vo.  
Mackay, Sam'l, Campaigns Armies of France, 4 vols., 8vo. Boston, 1808.  
Traveling on the Erie Canal, 8vo.

**Freud & Co., 20 E. 28th St., N. Y.**

Tennyson's Maud Vindicated, by R. J. Mann, 1856.  
A Study of the Works of Tennyson, by E. C. Tanish, 1868.

**Funk & Wagnalls Co., 23d St., and 4th Ave., N. Y.**

Arabische Prosa Chrestomathie, by R. Brunnow.  
Gems of the Talmud, by Rev. Isidore Meyers.  
Translation of Plato, 5 vols., by Jowett. Clarendon (Oxford) Press ed.

**Gammel's Book Store, Austin, Tex. [Cash.]**

Dixon Poets and Poetry of Texas.  
Mollie Moore's Poems.  
Baker's Texas Scrap Book.  
David Crockett.  
Big Foot Wallace.  
Yoakum's History of Texas.  
Bancroft's Texas and Mexico.  
Brown's History of Texas.  
Allen's Lone Star Ballard's.  
Wooten's Hist. of Texas.  
Life of Ben Thompson.

**J. Gardner, 18 Broughton St., East, Savannah, Ga.**

Ancient Pagan and Modern Christian Symbolism, by Thos. Innin.

**J. K. Gill Co., Portland, Ore.**

History of the Life and Times of James Madison, 1859-68, Wm. C. Rives.  
Vol 13 Vinaya Texts, part 1.  
Vol 19 Fo-sho-hing-tsan-king.  
Vol 34 Vedanta Sutras, part 1 of the series Sacred Books of the East. Oxford University Press, London.

**Glick Book Concern, 615 Main St., Kansas City, Mo.**

Proceedings Philadelphia Academy of Natural Science, first 6 vols.  
Translations of American Ethnological Society, any vol. after vol. 7.  
*Boston Journal of Natural History*, all except vol. 1.  
Translations of the St. Louis Academy of Science, vol. 1.

**Goodspeed's Book Shop, 5a Park St., Boston, Mass.**  
Conn. Hist. Soc. Collections, vols. 1 and 8.

**John L. Grant, 145 Genesee, Utica, N. Y.**

Century Atlas, latest ed.  
Annals of Tryon County, N. Y.

**Benj. F. Gravely, Box 269, Martinsville, Va.**

Daniel Humphreys, The Bible Needs No Apology, or Watson's System Refuted. This book replied to Watson's Apology and Paine's Age of Reason.  
Books concerning philosophy, atheism, law, medicine.  
Paine's Age of Reason, parts 1 and 2, 1st eds., replies thereto.  
Catalogues of books of every kind.

**T. S. Gray Co., 104 Wisconsin St., Milwaukee, Wis.**  
Gleig, Geo. R., Battle of Waterloo.

**E. E. Hahn, 419 E. 11th St., Kansas City, Mo. [Cash.]**

Schultz, My Life as an Indian.  
Holyoake, Public Speaking and Debate.  
Smyth, Life and Work at the Great Pyramid, 3 vols., pub. 1867.  
Poems of Jenny June.  
Vols. 30 and 31 of the 1st ed. of the American and English Encyclopædia of Law.

**Hall & O'Malley, 63 Cortlandt St., N. Y.**

De Witt's Judicial Murder of Mrs. Surratt.  
Gems of Masonic Oratory.  
Glentworth's Tenth Commandment.  
Knowles' Glencoonoga.  
Winfield's Hudson County's Land Titles, Atlas vol.

**F. B. Hartranft, 49 Pearl St., Hartford, Conn.**

Higginson, Epictetus.  
International Critical Commentary, set or odd vols.  
Shakespeare, ed. by Dyce, older ed.  
Connecticut Registers before 1848.  
Trumbull's Connecticut, vol. 1, 1797.

**Harvard Co-operative Society, Cambridge, Mass.**

Jones, Idylls of King. Bardeen.  
Carlyle, Historical Sketches, 1899.  
Forster, Sir J. Eliot, 1864.  
Forster, Statesmen of Commonwealth, 1840.  
Forster, Arrest of Five Members, 1860.  
Lindsay, Short Hist. Latin Gram. Ox.  
Morley, Character Writing 17th Century.

**Hays, Cushman Co., 29 East Monroe St., Chicago, Ill.**

Pattilo, Moose Hunting and Salmon Fishing.  
Harvey, In the Glow of the Camp Fire.  
Mackey's Cyclopedia of Freemasonry.  
Burnetta's Book on Alchemy.  
Cook's Satan in Society.  
Twain's Joan of Arc (give date).

**A. Heitmuller, 1307 14th St., N. W., Washington, D. C.**

Haco, Dion, J. Wilkes Booth.  
Lincoln Sermons.  
Civil War Music and Lincoln.  
Pictures in large lots.

**B. Herder, 17 So. Broadway, St. Louis, Mo. [Cash.]**

Odd vols. of The Catholic Encyclopedia.

**M. Hershcovitz & Co., 201 E. Broadway, N. Y.**

Finck, Romantic Love and Personal Beauty.  
Hatton, Secrets of Rose-Culture.  
Howell, History of South Hampton.  
Honnswell's Self Educator, no. 12 and above 16.



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- Bruno Hessling Co., 64 E. 12th St., N. Y.**  
Stevens and Cobb, American Domestic Architecture.  
Tuckerman, Italian Renaissance.
- E. Higgins Co., Toledo, O.**  
Fairy Geography, by F. E. Winselow.
- Hinds & Noble, 31-35 W. 15th St., N. Y.**  
The Naval Songster, being a collection of naval victories and other excellent songs. Printed by T. White, Charlestown, 1815.
- Hirschfeld Bros., Lim., 13 Furnival St., Holborn, London, E. C., Eng.**  
Transactions of the American Orthopedic Assoc., vols. 4 and 5.
- Holmes Book Co., 333 S. Main St., Los Angeles, Cal.**  
Saunniere, Treatise and Drawings for Watchmakers, trans.  
Haggard, People of the Mist.  
Doyle, Rodney Stone.  
Philistine, vols. 1 to 12, bound.
- J. P. Horn & Co., 1001 Chestnut St., Phila., Pa.**  
Encyclopædia Britannica, 11th ed., any binding.  
Trollope, Gebbie ed., odd vols. or sets.  
Works Donald Mitchell, Scribner's limited ed.
- George P. Humphrey, Rochester, N. Y. [Cash.]**  
Weaving, by Abraham Mellon.  
Book of Hand Weaving, by Halvorsen.  
The Outlook, Nov. 25, 1905.
- Humphrey's Book Store, 21 Bromfield St., Boston**  
Foote's Texas and Texans, vol. 1.
- H. R. Hunting Co., Besse Pl., Springfield, Mass.**  
Any books by Mrs. Julia C. R. Dorr.
- A. J. Huston, 92 Exchange St., Portland, Me.**  
Boardman, Naturalist of the St. Croix.  
Duff, Notes from a Diary, odd vols.  
Hlsley, Forest and Shore.  
Hlsley, The Wrecker's Daughter.  
For the Term of His Natural Life.
- International Magazine Co., Elizabeth, N. J. [Cash.]**  
Am. Ry. Engineering and Maintenance of Way Assoc. Proc., any.  
Signal Engineering, vols. or lots.  
Outlook, vol. 57; vol. 55, no. 18.
- U. P. James, 127 W. 7th St., Cincinnati, O.**  
McBride, Pioneer Biography, 2 vols. Cincinnati.
- J. H. Jansen, 205 Caxton Bldg., Cleveland, O.**  
Architectural Record, March, 1908.
- William R. Jenkins Co., 351 6th Ave., N. Y.**  
Morgan's Poems.  
Cryer, Anatomy of the Head.  
Grunwald, Nasal Suppuration.  
Dreschel, Chemical Reactions.  
Eckley's Anatomy of the Head.
- E. W. Johnson, 351 4th Ave., N. Y.**  
Lee and His Generals.  
Early, Campaigns of Gen. Lee, 1872.
- Jennings & Graham, 14 W. Washington St., Chicago.**  
Behrends, The Philosophy of Preaching. Scribner.  
Gowan, Preaching and Preachers.  
W. B. Carpenter, Lectures on Preaching.  
Parkhurst, Three Gates on a Side. Revell.
- Julian's Bookstore, 533 Royal St., New Orleans, La.**  
In Camps and Battles with the Washington Artillery, by W. Owens.  
Wilson's Birds.
- J. E. Keller, 2139 E. 16th St., Brooklyn, N. Y.**  
Bailey's Cyclopedia of Agriculture, 4 vols.
- The Kendrick-Bellamy Stationery Co., Denver, Colo.**  
Religion of Authority, Sabatier.
- King Bros., 1182 Market St., San Francisco, Cal.**  
Folger's History of Freemasonry.  
Mrs. Eddy's Science and Health.  
Sheba, by Rita.  
Banning's Mechanical Pathology and Therapeutics.  
New York, 1868.  
Watchmaking, anything on.
- Kleinteich's Book Shop, 1245 Fulton St., Brooklyn, N. Y. [Cash.]**  
Parker and Watson, National Third Reader.  
American Nobility, by Pierre de Coulevain.
- Kruger & Wheat, 117 E. 23d St., N. Y.**  
Cuala Press, Irish Books, any vols.  
Whitman, Leaves of Grass, 1st ed.
- P. E. Kubel, 220 S. Broadway, Los Angeles, Cal.**  
Volney's Ruins.  
My Prisons, Silvio Pellico.  
Story of a Peasant, Erckmann Chatrian.  
The Country in Danger, Erckmann Chatrian.  
Kitchen French.
- Henry W. Lanier, care of Doubleday, Page & Co., Garden City, N. Y.**  
Hallmarks on Gold and Silver Plate, 6th ed. Chaffers.  
Old English Plate, by W. J. Crippes.  
Old French Plate, by W. J. Crippes.
- Charles E. Lauriat Co., 385 Washington St., Boston**  
Curzon's Persia, 2 vols.  
Heart of the Continent, Younghusband.  
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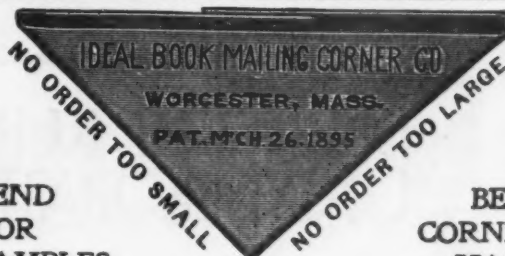
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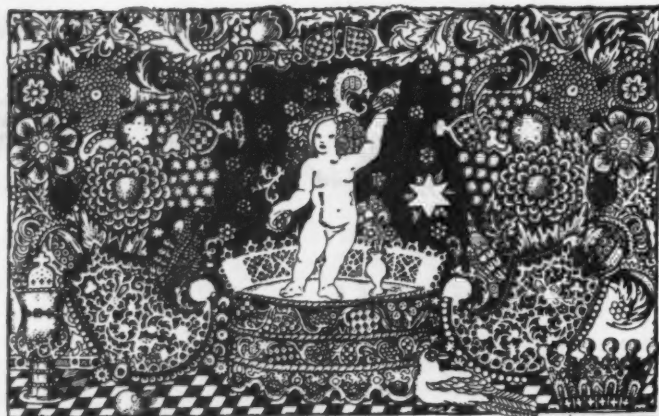
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